

# MWRA EMPLOYEES' RETIREMENT BOARD MEETING

## AGENDA

Thursday, June 29, 2023 10:00 a.m.  
MWRA, 2 Griffin Way  
Chelsea, MA 02150

Item 1 10:00 a.m. Meeting called to order

### OLD BUSINESS

- Item 2 Standing Committee Reports
- i. By-Laws Committee: Member Kevin McKenna
  - ii. Human Resources Committee: Member Frank Zecha  
Retirement Staff Pay Raises – Board of Directors Voted to Approve One-Year Across-the-Board Increases for Unit 6 and Non-Union Managers of 4% in July 2023 and 4% in January 2024  
Longevity Member Services Coordinator
  - iii. Special Committee, Stipend: Chair James M. Fleming, Member Kevin McKenna
  - iv. Job Review Committee: Member James M. Fleming
- Item 3 Standing Committees Appointments

### NEW BUSINESS

- Item 4 Appointment of Vice Chair – VOTE
- Item 5 Approval of Minutes – VOTE
- Item 6 Approval of Warrants – VOTE
- a) Warrant 6-2023
  - b) Warrant 6-2023A – Payroll
- Item 7 Approval of Monthly Transfers 6-2023 – VOTE
- Item 8 Acknowledgement of retirement application under G.L. c 32 §5 re. Alix Pierre-Louis DOR 5/20/2023 – VOTE
- Item 9 Approval of 12(2)(d) survivor benefits for Christine Donnelly survivor of Mark Donnelly DOD 5/31/2023 – VOTE
- Item 10 Manager Due Diligence Presentations
- 10:30 a.m. a) Ares/Landmark – Geoff Mullen, Mike Scanlon, and Kathy Khoshnevis
  - 10:50 a.m. b) TerraCap – Steve Hagenbuckle, Joe Connolly, and Nick Vician
- Item 11 NEPC
- a) Flash Report as of 5/31/23
  - b) Opportunistic Credit Review
  - c) Rebalance Recommendation – VOTE
  - d) Custodial Bank Services Search Ad – VOTE
  - e) Loomis Sayles Fee Reduction
  - f) Team Additions

Item 12 Potential 91A Hearings at July Board Meeting – Any Disability Retiree who has not completed their 91A filing with PERAC prior to the scheduling of next month’s meeting may have a termination hearing – FYI

Item 13 Legal Update  
a) MWRA v. PERAC – Status Update  
b) CRAB/DALA Update  
c) PERAC Proposed Regulatory Amendments  
d) Kidd v. SBR (Mass. Pay Equity Act/Anti-Spiking Application)  
e) Regular Compensation Issues

.....**FOR YOUR INFORMATION and REVIEW** .....

Item 99-1 Segal Actuarial Valuation and Review as of January 1, 2023  
Item 99-2 PERAC MEMO #13/2023 – 2022 Salary Verification Request  
Item 99-3 PERAC MEMO #12/2023 – Tobacco Company List  
Item 99-4 Email and Follow-up Email from PBI re. Cyberattack  
Item 99-5 Garcia Hamilton Attempted Cyberattack  
Item 99-6 PTG Press Release re. Partnership with Case 5 Capital  
Item 99-7 Loomis Sayles Full Discretion Team Update

**The Board reserves the right to consider items on the agenda out of order. The listing of items is those reasonably anticipated by the Chair to be discussed received at least forty-eight (48) hours prior to the meeting. Not all items listed may in fact be discussed and other items not listed may also be brought up for discussion to the extent permitted by law. Items identified for discussion in Executive Session may be conducted in open session, in addition to, or in lieu of discussion in Executive Session.**

**Date of next scheduled Retirement Board meeting is Thursday, July 27, 2023, 10:00 a.m., Chelsea**

**MWRA EMPLOYEES' RETIREMENT BOARD MEETING  
MAY 25, 2023**

A meeting of the MWRA Employees' Retirement Board was conducted in-person on Thursday, May 25, 2023. Remote access was provided to the public via Zoom, with call-in information provided on the official Meeting Notice posted to [www.mwraretirement.com](http://www.mwraretirement.com) and the MA Secretary of State's website. Participating in the in-person meeting were Board members Matthew Horan, Kevin McKenna, Brian Peña, and Frank Zecha, staff members Carolyn Russo and Julie McManus, and Sebastian Grzejka representing NEPC. Mr. Fleming was absent due to his attendance at the NCPERS Educational Conference, and Mr. Zecha assumed the role of the Chair in Mr. Fleming's absence. Members of the public including Gar Chung also attended via remote access. Mr. Zecha called the meeting to order at 10:02 a.m.

- 1) Call the meeting to order-roll call of members: Mr. Horan, Mr. McKenna, Mr. Peña, and Mr. Zecha present.
- 2) Standing Committee Reports
  - i. By-Laws Committee: No report
  - ii. Human Resources Committee: No report
  - iii. Special Committee, Stipend: No report
  - iv. Job Review Committee: No report
- 3) Standing Committee Appointments

On a motion made by Mr. McKenna and seconded by Mr. Horan:

**VOTED**

to table the matter of the Standing Committee Appointments until the June meeting to allow Mr. Fleming to participate. 4-0, with Mr. Horan voting yes, Mr. McKenna voting yes, Mr. Peña voting yes, and Mr. Zecha voting yes.

- 4) Approval of Minutes – VOTE
  - a) April 20, 2023
  - b) May 10, 2023

On a motion made by Mr. Horan and seconded by Mr. McKenna:

**VOTED**

to approve the Minutes of the April 20, 2023 and May 10, 2023 meetings. 4-0, with Mr. Horan voting yes, Mr. McKenna voting yes, Mr. Peña voting yes, and Mr. Zecha voting yes.

## 5) Approval of Warrants – VOTE

- a) Warrant 5-2023
- b) Warrant 5-2023A – Payroll

On an omnibus motion made by Mr. Peña and seconded by Mr. McKenna:  
**VOTED**  
 to approve Warrant 5-2203 and Warrant 5-2023A. 4-0, with Mr. Horan voting yes, Mr. McKenna voting yes, Mr. Peña voting yes, and Mr. Zecha voting yes.

## 6) Approval of Monthly Transfers 5-2023 – VOTE

On a motion made by Mr. Horan and seconded by Mr. Peña:  
**VOTED**  
 to approve the list of monthly transfers as presented and as recommended by NEPC for May 2023. 4-0, with Mr. Horan voting yes, Mr. McKenna voting yes, Mr. Peña voting yes, and Mr. Zecha voting yes.

## 7) Acknowledgement of retirement applications under G.L. c 32 §5 – VOTE

- a) Norman Greene                      DOR 4/15/2023
- b) David Hennis                        DOR 5/12/2023

On a motion made by Mr. McKenna and seconded by Mr. Horan:  
**VOTED**  
 to acknowledge the section 5 retirements of Mr. Norman Greene and Mr. David Hennis. 4-0, with Mr. Horan voting yes, Mr. McKenna voting yes, Mr. Peña voting yes, and Mr. Zecha voting yes.

## 8) Approval of Bank Reconciliations – VOTE

- a) March 2023
- b) April 2023

On an omnibus motion made by Mr. McKenna and seconded by Mr. Horan:  
**VOTED**  
 to approve the Bank of America cash reconciliations for March 2023 and April 2023. 4-0, with Mr. Horan voting yes, Mr. McKenna voting yes, Mr. Peña voting yes, and Mr. Zecha voting yes.

While the Board was awaiting the first presenter for the Opportunistic Credit Search, Mr. Zecha acknowledged for the record items #99-1 MWRA Staff Summary re: Update on Pension Funding Status and #99-2 Excerpt from Advisory Board's FY2024 Comments & Recommendations, and thanked Mr.

Horan for his work in preparation for his Funding Schedule presentations at the MWRA's Budget meeting and the Board of Directors meeting.

Mr. McKenna reported that his daughter has accepted an internship at Harbourvest, one of the Retirement System's Private Equity Managers. Mr. McKenna sought voluntary advice from the Attorney of the Day at the MA State Ethics Commission, and was advised either to abstain from matters related to Harbourvest, or in the alternative to file a formal Disclosure. Mr. McKenna asked that the record reflect that based upon this advice, he will be abstaining from participating in matters relating to Harbourvest.

9) Opportunistic Credit Finalists' Presentations

- a) Waterfall – Jack Ross & Sharon Eliran
- b) DSC Meridian – Sheru Chowdhry
- c) LMCG – Tom Capobianco & David Weeks
- d) Wellington – Brian Doherty & Kristina O'Gannon
- e) Brigade – Donald Morgan & Joseph Turilli

Mr. Grzejka stated that beginning last year the Board has conducted Small Cap Value, Small Cap Growth, and Fixed Income Searches, looking for yield and seeking diversification and protection through lower correlation. There are five remaining finalists in the Opportunistic Credit Search. All five have somewhat different approaches, but all serve the purpose as stated in the RFP. The strategies are more complex in structure than are ordinary bond funds. Mr. Horan asked how much weight is put on individual portfolio managers. Mr. Grzejka stated that it is a factor, but the Board is also seeking a significant and consistent positive track record, and a single client should not represent a large percentage of the fund's assets. There should be many investors so that a single investor termination could not potentially adversely impact the remaining fund investors.

At 10:15 a.m., Jack Ross and Sharon Eliran joined the meeting representing Waterfall's Eden Fund. Mr. Grzejka stated that there are members of the public on the call and cautioned the presenters against disclosing any materials which may be considered proprietary. The presenters thanked the Board for the opportunity. Ms. Eliran shared the presentation on the screen, and began with a brief history of the firm as shown on page 4. Waterfall was founded in 2005 by Jack Ross and Tom Capasse, who also founded Merrill Lynch's ABS group in the 1980's. The firm is headquartered in New York, with offices in London, Dublin, and Hong Kong. Assets under Management (AUM) currently stands at \$12bn. Among Waterfall's public fund clients are funds in Arizona and Los Angeles.

Mr. Ross referred the Board to page 6 of the presentation. The proposed fund seeks opportunities in the high-yield Asset-Backed Credit/secured credit and loan space. Loan pools are collected and put into trusts, then bonds are issued

based upon the trusts. The firm currently manages \$6.4bn in Asset-Backed Credit. As an advisor in Structured Credit, the fund seeks the best relative value through 1.) Sectors (Small Business, home Equity, etc.); 2.) Sourcing (primary and secondary bond market, lending to private companies, etc.); and 3.) Geography (US, Canada, Western Europe, and Asia). Page 8 details the opportunity set. High Yield is seeing the largest yields since 2009 and 2010, post the Global Financial Crisis (GFC). With high interest rates and widening spreads, yields have risen. Money managers such as PIMCO make up 65% of the investors in the space. The Eden Fund's positioning is detailed on page 9, and its inception date is 2005. The fund currently has \$2bn AUM, with modest leverage, a gross levered yield of 18.5%, and a net levered yield of 14.1%. The fund has a 2-year credit spread duration, and an interest rate duration of 1 quarter, allowing floating rate swaps at attractive yields. Mr. Horan asked whether there could be a mismatch of duration in fixed to floating swaps, and Mr. Ross responded that a 3-year asset would mean a 3-year swap. Mr. Horan asked whether declines in rates have been figured into projected yields. Mr. Ross stated that if rates fall, then floating rates fall as well. However, the expectation that rates will fall from their current positions has been baked into the 18.5% expectation. Non-cusips (loans) currently make up roughly half of the portfolio with Cusips (bonds) making up the other half. The band can go as high as 2/3 to 1/3. Roughly 77% of the investments are in North American assets currently, and about 16% are in Europe. Mr. Ross referred the Board to page 11 for current portfolio positioning.

Mr. Horan asked about the use of unsecured consumer loans as described on page 10. Mr. Ross responded that they might include rent-to-own loans, or car loans. Mr. Grzejka asked how they would be underwritten, if for example auto loans stop being paid. Mr. Ross stated that data is collected from hundreds of companies on a monthly basis, going back 18 years, FICO scores, home-to-value, homeowners vs. renters, etc. Mr. Ross described the process as science plus art, for example data analysis, plus long-term knowledge of the specifics of the company's finances, management team, experience, etc. Eden provides downside protection through 1.) analysis (e.g. what would happen in a recession; 2.) diversifying by sectors and holdings; 3.) maintaining a cash buffer of 5-10%; 4.) leverage (2-3 year terms so few maturity/default concerns); and 5.) hedging. Net returns of about 14% are expected over the next 12 months. If spreads widen by 100bps, the expectation will be closer to 11%, and if they widen 200 bps or more, the expectation falls to 7.4%. Page 12 shows how the Eden fund might fit into the portfolio overall. The fund would be additive, and has shown strong returns with low correlation, and low volatility going back as far as 2010.

Mr. Zecha asked why the returns shown on page 12 do not go back to since-inception in 2005 and whether the annualized returns are gross or net of fees. Mr. Ross responded that the returns are net of fees, and that the fund was restructured in 2010 following the GFC. Most investors were funds of funds in 2008, and there were mass redemptions, and markets were frozen. The fund

was restructured to allow withdrawals over 2-3 years, with remaining investors “walled off” to move forward with better protection from the impact of the withdrawals. Mr. Zecha asked if the fund goes up 12% and the Board needs to rebalance some of the proceeds, what is the redemption process, and what would be the process in the event of mass outflows. Mr. Ross explained that up to one year invested, any withdrawal would have a penalty attached, after that, the Board could choose to invest in a series with either a 4-quarter or an 8-quarter redemption process, with the longer term having a lower fee structure attached. If there is a “run on the bank,” Mr. Ross expects that investors could be paid from cash flows without selling assets at a discount. Ms. Eliran stated that the firm has negotiated fees with NEPC. Series A has an 8-quarter withdrawal structure, and the fee is 1.3% with a 15% incentive allocation rate. Series B has a 4-quarter withdrawal structure, and the fee is 1.5% with an 18% incentive allocation rate. Mr. Grzejka asked about the fund’s concentration, and asked about the size of the Fund’s largest investor. Ms. Eliran responded about 15%, but there’s a diverse base of investors including some large pension funds and endowments. Mr. Ross added that the largest among current clients have been invested in the fund for an average of 8 years. Mr. Ross and Ms. Eliran thanked the Board and signed off the call at 10:45 a.m.

Mr. Horan asked about requiring a standard comparison of fees in the RFP. Mr. Grzejka responded that it is a part of the RFP requirements, and that the table in the booklet comes from the finalists’ responses. The problem is that some firms don’t want it to be public, and some negotiate fees by concentration. Mr. McKenna expressed concern because in requesting the RFP for this vehicle and in reviewing the preliminary responses, he had not previously understood that there would be essentially a 4 to 8-quarter gate. Mr. Grzejka stated that overall none would allow withdrawing funds all at once. Mr. Peña asked whether redemption requests could be withdrawn during the lag time, and Mr. Grzejka responded affirmatively.

Mr. Sheru Chowdhry joined the meeting at 10:49 a.m. representing DSC Meridian. Mr. Grzejka stated that there are members of the public on the call and cautioned Mr. Chowdhry against disclosing any materials which may be considered proprietary. Mr. Chowdhry shared the presentation on the screen, and introduced himself as the founder and CIO of the firm. He is personally the biggest investor in the fund, which demonstrates an alignment of interests with those of other investors. The fund is nimble, and has outperformed its peers. The fund has \$800m AUM, and an inception date of 2018. The fund has a 5-year track record, but he has over 20 years of experience generating greater than average returns in the Credit space by managing opportunities at both the top and the bottom of the credit cycle. Mr. Chowdhry came to the United States 25 years ago with no money as a student in an MBA program, so his focus has always been on protecting capital and compounding over time. As shown on page 5, his two current partners have over 20 years of experience, as does the Director of ESG Research and Engagement. Page 6 shows the broad toolkit

available across industries and sectors for both the top and the bottom of the credit cycle. 2020 saw few defaults and low returns on risk. Page 9 shows long and short exposure early in the pandemic credit cycle. Today the fund has a long focus, with High yield at about 9%. Mr. Chowdhry expects ample credit opportunities over the next three years, particularly in the “re-opening trades” such as airlines, or companies with high debt service costs, innovators in tech or disruptors, such as Carvana. The fund has consistently outperformed the High Yield markets. Page 12 shows that 75% of the outperformance comes from defensive positioning. The opportunity set is expected to be tremendous over the next few years, and DSC Meridian is a small, nimble manager with a demonstrated track record. Mr. Zecha asked about the redemption process. Mr. Chowdhry responded that redemption is 25% per quarter over a one-year period. Up to 25% can be redeemed in one quarter. There is a one-year lockout, with a 5% release fee. Mr. Zecha asked about management fees. Mr. Chowdhry stated the fee is 1.25% with a 15% incentive, but that the base fee would be dropped to 1%. Mr. Grzejka asked about concentration. Mr. Chowdhry stated that there is a broad base of investors, mostly pension funds. Mr. Grzejka asked if the fee reduction would be on total AUM, and Mr. Chowdhry responded affirmatively. Mr. Chowdhry thanked the Board for the opportunity and signed off the call at 11:07 a.m.

Mr. Horan asked how common it is for Managers to go outside for administration, and Mr. Grzejka stated it is common for smaller firms. Mr. Horan asked if that presents more, less, or stable risk, and Mr. Grzejka stated that in his view it becomes more risky if the portfolio managers are wearing too many hats. Mr. Horan questioned the company’s having only 11 employees. Mr. Grzejka said that the question becomes whether the results can be replicated if the fund grows. Mr. Horan asked about downside risk, because DSC Meridian didn’t really discuss it. Mr. Grzejka responded that they will all be the same, specifically, a credit crunch. Mr. McKenna asked about the concentration. Mr. Grzejka stated that Mr. Chowdhry does present “key person” concerns. Mr. Peña asked about the table with the side letter exceptions. Mr. Grzejka explained that most of the time that just indicates that there will be a back and forth of the legal teams regarding terminology. There has only been one case in recent memory of a failure to come to agreement on terms considered compliant with the statutory requirements. Mr. Zecha commented that most are familiar with PERAC’s regulations already.

At 11:14 a.m., Mr. Tom Capobianco and Mr. David Weeks from LMCG joined the meeting. Mr. Grzejka stated that there are members of the public on the call and cautioned the presenters against disclosing any materials which may be considered proprietary. Mr. Capobianco shared the presentation on the screen. Mr. Capobianco stated that he is a Partner in Public Fund Sales, and has more than 34 years in the business. Mr. Weeks is the Chief Investment Officer for the Serenitas Fund. LMCG is headquartered in Boston and currently has \$4.1bn AUM, and 39 employees at its Boston and New York offices. LMCG is



employee-owned. The Serenitas fund currently has \$1.2bn AUM. The fund permits monthly contributions and quarterly redemptions. Mr. Grzejka asked what the remaining funds represent, and Mr. Capobianco responded wealth management. Mr. Weeks stated LMCG has benefitted from the proprietary analytics advanced by the team as shown on page 5. Institutional investors are facing concerns about persistent inflation, interest rate volatility, tightening credit spreads, recession, and debt ceiling talks. This emphasizes the need to diversify and find opportunities with lower correlation to equities in order to generate returns throughout the cycle. The fund employs mortgage credit, corporate credit, and credit instruments, and buys investments such as pools of corporate loans at low price points, and insurance related to corporate defaults, which are neutral to the direction of rates and mitigate downside risk. Page 8 shows fund performance during the worst ten months of the S&P's performance, showing the benefits of the low correlation. Page 10 shows monthly net returns. The since-inception annualized net return is 8.93%. High yield was 4% over the same period. Serenitas had less volatility and fewer drawdowns, producing steady returns 8 out of 10 months on average, and 40bps of outperformance in down markets. Page 11 shows fund performance as compared to Barclay's Aggregate, and Corporate HY. Mr. Weeks thanked the Board for the opportunity. Mr. Zecha asked if the Board were to invest \$10m, and the fund rose to \$15m, what would the procedure be to take out \$2m, or \$10m, and how would it work. Mr. Weeks said redemptions must be requested 90 days prior to quarter end. For example, a request for a 3/31 redemption would need to be received by 12/31, and that the fund would probably be released sometime in April, but that it could go into the next quarter if redemptions increase. Mr. McKenna asked if the fund consists mostly of mortgage-backed securities. Mr. Weeks stated that MBS represents 70%-75% of the fund today. Mr. McKenna asked about corporate exposure, and Mr. Weeks estimated it at less than 1% currently. Long/short position with insurance is 20-22% of the portfolio. The assets have no government guarantees. Mr. Grzejka stated if the market takes a downward turn, and underlying borrowers don't pay, his understanding is that there's no protection, and Mr. Weeks confirmed Mr. Grzejka's assessment as correct. Mr. Grzejka expressed concern that Serenitas is highly concentrated in an area of the market that is already seeing pressure, questioned whether the track record can be sustained, and in what kind of market environment we would see a downturn. Mr. Weeks said it would take a large-scale crash of the housing market, but that possibility is remote. LMCG has a high level of confidence in these bonds. Insurance exposure can mitigate some of the risk, and LMCG is not borrowing to purchase the bonds. Mr. Grzejka asked about the credit instrument fees, and whether they are synthetic. Mr. Weeks affirmed, stating that they are exchange traded instruments related to indices. Mr. Grzejka asked about the fund's largest investor. Mr. Weeks said the largest investor represents about \$125m of the \$1.2bn in the fund, noting that they have a large pension fund in a separate account. PRIM and another large investor represent roughly \$500m, with other states at \$200-300m. There are about 70 investors total. After the top five, most are in the \$10m-\$15m range. Mr. Zecha thanked the

presenters and LMCG signed off at 11:39 a.m. Mr. McKenna commented that LMCG is different from Lord Abbett and Garcia Hamilton. Mr. Grzejka stated that they are different in that LMCG's securities have no backing, but Garcia Hamilton's and Lord Abbett's do.

Brian Doherty and Kristina O'Gannon signed onto the call at 11:42 a.m. representing Wellington. Mr. Grzejka stated that there are members of the public on the call and cautioned the presenters against disclosing any materials which may be considered proprietary. Ms. O'Gannon shared the presentation for the Opportunistic Credit Fund on the screen. Ms. O'Gannon noted that the Board was a previous investor in Wellington's All-Asset fund, and that the proposed product was part of the fixed income component of that All-Asset strategy. The firm was established as a private partnership of active employees. The strategy is research driven, and uses a broad research team approach rather than a CIO approach. Mr. Doherty stated the philosophy and process has been in place and has proven itself over the past twenty-four years. The long-term expectation is 5-7%, but current yield is expected to outperform the long-term targets. Mr. Doherty shared the presentation on the screen, stating that he recognizes the specific role the strategy will play in the System's portfolio- providing risk management and a lower volatility profile. The strategy uses guardrails, focusing on A-AAA ratings and the high quality government universe. Page 10 shows annual returns by sector, and page 11 demonstrates that the strategy provides higher return with lower volatility. In evaluating Opportunistic Credit funds, how the returns are generated is important. The portfolio is well diversified to provide greater upside capture with downside protection. Mr. Doherty directed the Board to page 13, showing the depth of Wellington's dedicated sector teams. Wellington has the advantage of being able to combine top-down scale with bottom-up security selection. Returns relative to the benchmark are shown on page 14. Over the 15-year period, Wellington's Opportunistic Fixed Income returned 4.5% (net) while Barclay's Aggregate returned 2.7% over the same period. 2020 performance demonstrates outperformance under very difficult market conditions, with Wellington beating Barclay's Aggregate 10.6% (net) to 7.5%. Opportunistic Fixed income uses a broader universe than the index. Page 17 shows diversification by region. With the US likely heading into a recession, steps can be taken to increase duration, invest in other markets, and to monetize volatility. The portfolio has a more attractive diversified profile. Mr. Zecha asked if the System were to invest \$10m, the funds grew to \$18m, and the Board wanted to rebalance, what would the redemption process be, and Mr. Doherty reported that the fund has daily liquidity. Mr. Zecha question whether that would be up to the full amount of the investment, and Mr. Doherty confirmed that the full investment could be withdrawn. Mr. Zecha asked about management fees. Ms. O'Gannon referred the Board to page 70 and responded that the fee is 50 basis points on the first \$100m invested. (Editorial note-the page referenced is marked 70, but is the page following page 20 in the book.) Mr. Grzejka asked about the sensitivity of the fund to the greater markets, given past strong correlations. Mr. Doherty estimated the correlation of the fund to US

Treasuries at .4, to equities at .2 to .4, and to other corporate markets at .4. Non-agency (not backed) is about 3% to 4% of the portfolio, but may go as high as 15%. Agency yields are high, which adds downside protection and duration to the portfolio. The presenters thanked the Board for the opportunity and Mr. Doherty and Ms. O’Gannon signed off the call at 12:04 p.m.

At 12:05 p.m., Brigade representatives Joseph Turilli and Don Morgan joined the meeting. Mr. Grzejka stated that there are members of the public on the call and cautioned the presenters against disclosing any materials which may be considered proprietary. Mr. Turilli shared the presentation on the screen, and referred the Board to page 5. The firm has \$25.3bn AUM. CIO Dan Morgan has 30 years of experience, putting the strategy in place first for Fidelity then started Brigade in 2006. The firm has 130 employees globally, including 50 investment professionals, with offices in New York and London. The firm is employee-owned with predominantly institutional investors including other MA public plans. They are familiar with the PERAC regulations. The team covers all industries, and its members average ten years of experience. Investment professionals rotate through asset classes within credit. Mr. Morgan referred the Board to page 7, which shows the management structure. Doug Pardon is Co-CIO with Mr. Morgan, and has 21 years industry experience. There are 20+ credit analysts on the team, so they see more opportunities than do their peers, with more effective underwriting, and “all-industry” experts. This results in better modeling. The firm attracts and retains talent by offering partners equity. Page 9 shows the focus on bottom-up selection, and the top-down approach to quality. Page 10 shows fund target ranges. High Yield and levered loans can be between 25% and 75% of the portfolio, which provides a lot of flexibility. Levered Loans currently make up between 40-50% of the portfolio. About 50% is high yield, with pockets of investments in the other categories. Macro Hedge is used to reduce volatility. Brigade expects a recession in the next 6-9 months, and the debt ceiling poses another risk. No single asset represents over 3-5% of the holdings, and the fund may be over or underweight certain sectors relative to the index. Page 11 shows the investment process. The High Yield assets have greater fixed rates than US Treasuries. Levered Loans are floating rate senior secured, so they carry no real interest rate risk. Distressed Debt, Converts/Preferred, Structured Credit and Opportunistic EM/Munis are used to minimize principal loss. Brigade looks at free cash flow as well as asset coverage of 1.5-2X to reduce risk of defaults. Page 15 demonstrates that the diversification of the product has provided protection regardless of market environment. 2020 conditions were rough, the fund had a great 2021, and now the market is preparing for a recession. The loan portfolio has close to a 10% yield and good capital appreciation. Mr. Zecha asked if the System were to invest \$15m, the funds grew to \$18m, and the Board wanted to rebalance \$3m-\$4m, what would the redemption process be. Mr. Turilli stated that the commingled account has quarterly liquidity with 60-day notice. Mr. Zecha asked if MWRAERS wanted to withdraw the entire amount whether there is a gate. Mr. Turilli responded that there is no gate, the request could be made in one quarter.

Mr. Morgan added that in 2008, there were \$2.5bn in outflows, and everyone was paid on time because the fund is long on liquidity. Mr. Morgan continued that the 3 and 5- year return numbers are good, but that Brigade struggled over the 1-year. BBB's hurt the fund, as did healthcare and labor costs. Brigade does expect the healthcare sector to recover. Tech and telecom exposure has been increased, while media has been scaled back. In the inflationary environment, many people are canceling subscriptions, although media is also expected to recover long-term. The fund is up 150 bps vs. the index year-to-date, and is positive 4.75 through May 24<sup>th</sup>. Mr. Morgan thanked the Board and Brigade signed off the call at 12:33 p.m.

Mr. Zecha declared a five-minute recess at 12:34 p.m.

The Board reconvened at 12:40 p.m.

10) NEPC

- a) Flash Report as of 4/30/23
- b) Opportunistic Credit Search Review
- c) Rebalance Recommendation – VOTE

Beginning with item 10 b), Mr. Grzejka stated that the five firms present a good variety of strategies, approaches, and types, and offer more flexibility than would a core product. Wellington is the most diversified, has a 20+ year track record, and is highly risk-aware. The product has the lowest current yield, but is also the most liquid. Brigade hopes to provide liquidity, but for them would require selling into a presumably bad market. Brigade has a 70bps flat fee, while Wellington's is 50bps flat. Mr. McKenna asked if Brigade's liquidity could lead to a situation like the Entrust/Peru investment. Mr. Grzejka state it would not likely be a situation as extreme as that scenario. Wellington's daily liquidity would require the redemption to be at the close price as of the day of request. Brigade's would be quarter-end. Mr. Zecha stated his concerns are liquidity, what would happen if there were a "run on the bank" type of event, then whether the fund can generate returns. Mr. Grzejka stated that the other three finalists have more hedges in play, and are therefore less liquid with greater lock-ups. The Opportunistic Credit allocation should be viewed as a complement to the existing fixed income portfolio. All offered similar downside protection. Waterfall, DSC and LMCG had their own nuances. The fees are higher with less liquidity, but the returns were better. Mr. Zecha expressed "key person" concerns with DSC. Mr. McKenna noted that capacity and scaling are important. Mr. Horan asked about weighting and possible overlap with existing managers. Mr. Grzejka responded that we do not want to constitute more than 10% of the fund's total assets, but that the number is flexible, and is less of a concern with an index-like/passive product. Overlap is definitely a consideration. Mr. Zecha stated that all presenters appear to be betting on a recession, and that only one mentioned the debt ceiling as a concern. Mr. Grzejka stated that a deal is widely expected. Brigade and

Wellington would be expected to have an initial shock in the event of a Government default, but ultimately would be OK. Recession risk is more important to all. Mr. Horan expressed concern that non-agency MBS can go as high as 70%, and Mr. Grzejka concurred that the selected fund should be diversified. How returns are generated matters. DSC's concentration is similar, and LMCG's has crept up to that level as well. Mr. Zecha asked about car loan spreads. Mr. Grzejka cited Carvana as an example—they assume higher risk than a bank lender, so the expected yield is higher. Mr. Zecha remarked that in the current environment it is generally more difficult to get a car loan, and that there is more due diligence. Mr. Grzejka noted that there is more due diligence being done on who the underlying borrowers are, so data is important. Mr. Zecha stated that he is wary with the expected recession, and the upcoming election year on the horizon. Mr. Grzejka stated Waterfall and LMCG have low correlation, but Waterfall is more diverse by industry and sector. Brigade has exposure similar to the Loomis FDT product already in the System's portfolio. Mr. Zecha noted that there are no April numbers in the book. Mr. McKenna stated that Brigade would be a good complement to the portfolio, but we already have Loomis Sayles. Mr. Grzejka stated that in his opinion that leaves Waterfall, Wellington and LMCG. Wellington has the lowest fees and the highest liquidity. LMCG's Opportunistic portfolio is more concentrated. MWRAERS was a previous client, and one of the funds in which the System was invested folded suddenly. Mr. Zecha added that his recollection was that in 2020 the International fund folded, then the EM fund in which the System was also invested had mass outflows as a consequence, leading to losses for the System. Mr. Grzejka stated he would have to verify the extent of the losses, but recalls that LMCG struggled, and asked whether the current opportunistic product offering is a "hot dot" or whether LMCG can sustain the fund's performance. Mr. McKenna asserted that the current search came about as a part of a proposed restructuring of the Fixed Income portfolio, as a way to diversify. Mr. Grzejka responded that the Fixed Income portfolio could attain diversification in a wide variety of ways, not just through opportunistic. Mr. Horan noted his concern with LMCG is the concentration risk of greater than 70%. Mr. Zecha asked if it is the pleasure of the Board to bring the matter to a vote, or wait for the debt talks to be settled and the Chair to be present. Mr. Grzejka asked if the Board would want to narrow it to 2 finalists. Wellington has the most advantageous liquidity and fees, and would serve a great core purpose, but there is some overlap with Loomis Sayles. Mr. Horan asked for NEPC to review overlap, and Mr. Grzejka agreed to review correlation of the remaining finalists with the existing managers.

On a motion made by Mr. Horan and seconded by Mr. Peña:

**VOTED**

to eliminate DSC and Brigade, and to request that NEPC provide additional data as to correlation of the remaining three finalists with the existing fixed income managers. 4-0, with Mr. Horan voting yes, Mr. McKenna voting yes, Mr. Peña voting yes, and Mr. Zecha voting yes.

Mr. McKenna asked that NEPC include weighting overall (% the proposed MWRAERS investment represents of the whole fund). Mr. Grzejka noted that we will need to discuss Loomis Sayles FDT's and Octagon's role in the portfolio moving forward, but expects the Opportunistic recommended allocation to be in the \$15-18m range.

Mr. Grzejka returned to item 10 a) Flash Report and stated returns were positive for the month of April overall, and stand at 4.2% year-to-date. Real Estate and Private Equity have not yet reported. Mr. Zecha raised the issue of Morgan Stanley Prime Property, stating that everything he reads says signature properties have a queue of \$2.5bn to get out, with redemptions expected to take 9 months to a year. Mr. Zecha asked if Morgan Stanley Prime Property is still producing good returns, and Mr. Grzejka confirmed that it is. Mr. Grzejka continued that Small Cap was down for the month, but both managers outperformed their benchmarks. All Fixed Income managers were positive, and Hedge Funds are doing well. In regard to Real Estate, Commercial is struggling, with changing demographics, and office space being pared down, or in some cases eliminated. Morgan Stanley Prime is at about 19% Office. The exposure was previously higher, but has gradually shifted toward industrial and apartments. As an example Mr. Zecha cited the Amazon Fresh property on Route 1 in Saugus. The site was developed, but the store never opened, and Morgan Stanley owns that plaza. Mr. Grzejka stated that they were likely under contract for a set period anyway. Mr. Horan noted that Amazon caused to be priced up significant amounts of "last mile" properties in and around the airport, including the Chelsea Building, and questioned whether a large-scale pull-back could likewise impact the local market in the form of lower property values. Mr. Grzejka stated that he would expect a lag, but in the long run, the properties are still close to the airport and major highways. Mr. Grzejka stressed that Morgan Stanley has very long-term leases, with long-term tenants. They are one of the longest-standing members of the ODCE, and can only raise funds by selling properties. The fund shifted away quickly from office. Mr. Grzejka has no concerns about Morgan Stanley's decisions relative to the fund, only about factors outside of Morgan Stanley's control. TA Core Property benefitted from a lack of legacy assets. Mr. Grzejka would be comfortable redeeming up to \$5m or 20%, noting that the System is already underweight in real estate relative to target. Mr. Peña asked since a redemption is expected to take 9 months to a year, whether a redemption request could be rescinded, and Mr. Grzejka stated that it could. Mr. Zecha proposed a 40% withdrawal, and that the proceeds could be better utilized in other markets. He would rather that MWRAERS get in the queue sooner rather than later. Mr. Grzejka stated he would recommend that the Board take no more than 25%, because he expects the System to benefit from both Prime's property income and appreciation. Mr. McKenna questioned whether the Board was doing itself harm, noting these are primo properties, and if there's a run are we contributing to a price drop. Mr. Zecha agreed, but stated that even prime office space is not going to be redeployed at the same square footage as pre-pandemic. Mr. Horan concurred, saying MWRA just reduced its

square footage as well. Mr. Zecha cited Post Office Square as being deserted the last few times he's walked through. No one wants to commute into town any more, with expensive or non-existent parking and an unreliable public transit system. Mr. Grzejka reiterated that the process will take at least nine months, and that any proceeds should be reinvested in real estate. Mr. Peña agreed that we would need to, given that the System is underweight already. Mr. Zecha answered that we could do a search by then. Mr. Peña asked whether the decision needs to be made today, and whether we can increase the allocation to any other existing managers. Mr. Grzejka stated that only Morgan Stanley can just accept additional funds. The others work like PE accounts, that is, they take calls but can't deploy large amounts all at once and on short notice. Mr. Zecha asked about redeploying the funds to the PRIT Real Estate sleeve. Mr. McKenna stated we want to be nimble, and able to pivot to other sectors. Mr. Peña asked if PRIT's RE focus is residential, and Mr. Zecha responded it is a multi-sector approach. Mr. Horan asked if money trickles in whether we can add to PRIT's RE sleeve in pieces and redeem at will, and Mr. Grzejka stated the Board can do both.

Mr. Grzejka stated that in regard to the "key person" concerns with Garcia Hamilton, it is his understanding that there is no primary, that there is a wide field of candidates (for Houston Mayor) and an August deadline to declare candidacy. Mr. Zecha asked about the anticipated impact, and NEPC expects the System would benefit from it.

On a motion made by Mr. McKenna and seconded by Mr. Peña:

**VOTED**

to submit to Morgan Stanley Prime Property a redemption request of 25% of holdings not to exceed \$7m. 4-0, with Mr. Horan voting yes, Mr. McKenna voting yes, Mr. Peña voting yes, and Mr. Zecha voting yes.

Mr. Grzejka stated that since he made the original rebalance recommendations for the meeting, the Executive Director received calls totaling roughly \$1.5m, so he submitted an amended version, adding a \$1.5m redemption from the PRIT General Allocation Account. The rebalance recommendation for the appropriation proceeds will be made at the June meeting. The May recommendations are as follows:

PRIT GAA	(\$1,500,000)
PRIT Absolute Return	(\$1,000,000)
UBS Neutral Alpha	(\$1,500,000)
Cash	\$4,000,000

On a motion made by Mr. Horan and seconded by Mr. McKenna:

**VOTED**

to adopt the rebalance recommendations for May made by NEPC. 4-0, with Mr. Horan voting yes, Mr. McKenna voting yes, Mr. Peña voting yes, and Mr. Zecha voting yes.

Mr. Horan asked what we are getting for a rate on the cash & short-term account at M&T. The Executive Director provided Mr. Horan the rate sheet, noting that the daily rate is 4.5% and the 7-day rate is 4.52%.

Mr. Grzejka stated that PRIM, TerraCap, and Landmark are scheduled to make due-diligence presentations in June.

On a motion by Mr. McKenna and seconded by Mr. Horan:

**VOTED**

to adjourn the May 25, 2023 meeting of the MWRA Employees' Retirement Board. 4-0, roll call with Mr. Horan voting yes, Mr. McKenna voting yes, Mr. Peña voting yes, and Mr. Zecha voting yes. The meeting was adjourned at 1:42 p.m.

The following communications were distributed to the Board for review:  
 MWRA Staff Summary re. Update on Pension Funding Status  
 Excerpt from Advisory Board's FY2024 Comments & Recommendations  
 Hamilton Lane Secondary Fund VI/Credit Fund Update  
 JF Lehman re. Death of Partner and Co-Founder Don Glickman

**The Board reserves the right to consider items on the agenda out of order. The listing of items is those reasonably anticipated by the Chair to be discussed received at least forty-eight (48) hours prior to the meeting. Not all items listed may in fact be discussed and other items not listed may also be brought up for discussion to the extent permitted by law. Items identified for discussion in Executive Session may be conducted in open session, in addition to, or in lieu of discussion in Executive Session.**

**Date of next scheduled Retirement Board meeting is Thursday, June 29, 2023, 10:00 a.m., Chelsea**

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James M. Fleming, Elected member

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Matthew Horan, Appointed Member



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Kevin McKenna, Elected Member

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Brian Peña, Ex Officio Member

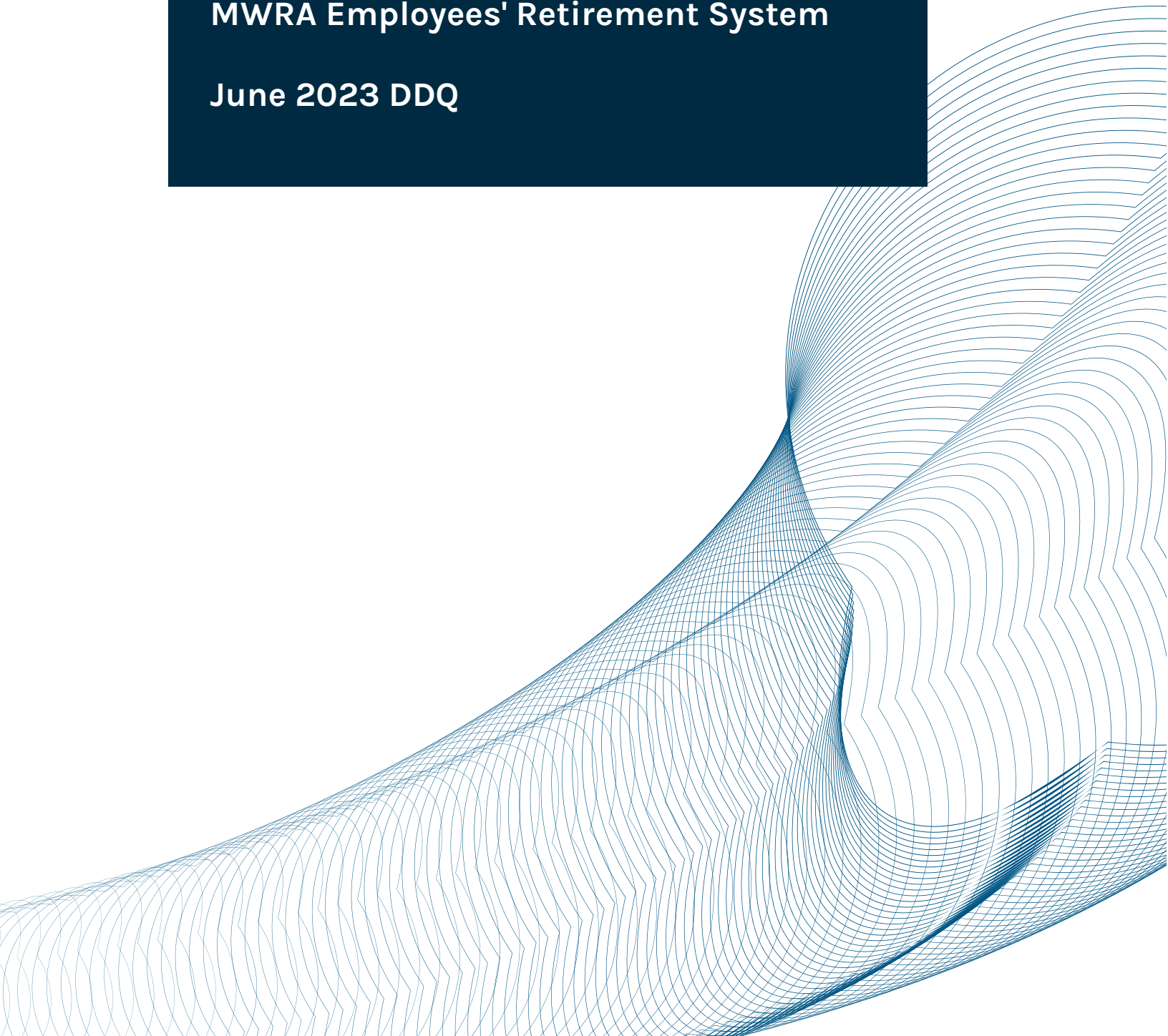
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Frank Zecha, Fifth Member



# MWRA Employees' Retirement System

June 2023 DDQ





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## Disclaimer

### Notice to Recipients

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Benchmark (index) performance does not reflect the deduction of transaction costs, management fees, or other costs which would reduce returns. References to market or composite indexes, benchmarks or other measures of relative performance are for comparison purposes only. An investor cannot invest directly in an index.

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The outbreak of a novel and highly contagious form of coronavirus ("COVID-19"), which the World Health Organization has declared to constitute a pandemic, has resulted in numerous deaths, adversely impacted global commercial activity and contributed to significant volatility in certain equity and debt markets. The global impact of the outbreak is rapidly evolving, and many countries have reacted by instituting quarantines, prohibitions on travel and the closure of offices, businesses, schools, retail stores and other public venues. Businesses are also implementing similar precautionary measures. Such measures, as well as the general uncertainty surrounding the dangers and impact of COVID-19, are creating significant disruption in supply chains and economic activity and are having a particularly adverse impact on energy, transportation, hospitality, tourism, entertainment and other industries. The impact of COVID-19 has led to significant volatility and declines in the global financial markets and oil prices and it is uncertain how long this volatility will continue. As COVID-19 continues to spread, the potential impacts, including a global, regional or other economic recession, are increasingly uncertain and difficult to assess. Any public health emergency, including any outbreak of COVID-19 or other existing or new epidemic diseases, or the threat thereof, and the resulting financial and economic market uncertainty could have a significant adverse impact on the Ares Secondaries/Landmark funds, the value of their investments and their portfolio companies.

Regarding sustainability-related aspects of the investment included herein the decision to invest in the Fund should take into account all the characteristics or objectives as described in the PPM and LPA of the Fund.

**On March 30, 2021, Landmark Partners, LLC ("Landmark") entered into a definitive agreement (the "Transaction") with Ares Management Corporation (NYSE: ARES) ("Ares"). The Transaction closed on June 2, 2021 and, pursuant to the terms of this agreement, Landmark has become a wholly owned indirect subsidiary of Ares, now known as "Ares Secondaries Group". The investment process and investment decision authority, along with responsibility for the day-to-day operations of the firm remain with the partners of Ares Secondaries Group. Investment decisions remain the responsibility of the respective Investment Committee.**

#### **Risk Factors – General**

An investment in an Ares fund, strategy, account or vehicle entails a significant degree of risk and, therefore, should be undertaken only by investors capable of evaluating the risks of that investment and bearing the risks it represents. General risks about making an investment are provided below. This is a non-exhaustive list of risk factors and conflicts of interest that should be considered in evaluating before making an investment. Investors should review a more complete list of risks, conflicts and other considerations as described in a PPM or other offering documentation involved in connection with making an investment.



Prospective investors should carefully review that additional information for other risks and the investment strategy's objective process and investment techniques associated with a corresponding investment.

Prospective investors should understand risks associated with the types of equity and debt investments to be made, as well as risks related specifically to the various private and or public investment strategy and more generally to investments involved in the strategy.

#### **No Assurance of Investment Return**

Neither Ares or the general partner can provide assurance that it will be able to choose, make and/or realize investments in any particular company, portfolio of companies or asset. Further, there can be no assurance that the fund or strategy will be able to generate returns for its investors or that the returns will be commensurate with the risks of investing in the types of companies, assets and transactions described or that such returns will be comparable to the fund or strategy's targeted returns. The marketability and value of any such investment will depend upon many factors beyond the control of the fund or strategy, the manager. The expenses of the fund or strategy may exceed its income. The fund or strategy would bear the expenses of transactions that are not consummated, including any break-up fees. As a result, the fund or strategy could incur a substantial cost with no opportunity for a return. A prospective investor could lose the entire amount of its contributed capital, and therefore an investor should only invest in the fund or strategy if the investor can withstand a total loss of its investment.

#### **Past Performance Not Indicative of Future Results**

Past performance of the manager, and their respective investment professionals with respect to fund, strategy or other portfolios, investment vehicles or accounts may be not indicative of the future results that the fund or strategy will achieve. Similarly, the past performance of the manager, its affiliates and their respective investment professionals over a particular period is not indicative of the results that may be expected in future periods. Furthermore, the strategies and risks guiding the fund or strategy's investments may differ substantially from investments and strategies undertaken by the manager, and their respective investment professionals with respect to the prior funds or strategies.

#### **Valuation of Investments**

A meaningful portion of the fund or strategy's portfolio may be expected to be in private investments that may be valued by the manager given the lack of public market information. As such, the fair value of such investments may not be readily determinable. The investments are generally expected to be valued at a fair value as determined in good faith and in accordance with U.S. generally accepted accounting principles. The types of factors that may be considered in valuing the fund or strategy's investments include any restrictions on the marketability of such investments, the lack of a market for such investments, the control premium if any associated with such investments, the anticipated impact of immediate sale, the length of time before any such sales may become possible and the cost and complexity of any such sales and other relevant factors. Because such valuations are inherently uncertain, may fluctuate over short periods of time and may be based on estimates, the manager's determinations of fair value may differ materially from the values that would have been used if a ready market for these investments existed and from valuations of third parties and may differ materially from the values that the fund or strategy may ultimately realize.

#### **Allocation of Investment Opportunities**

The fund or strategy may focus on illiquid and liquid debt and or illiquid and liquid equity investments. Certain investment opportunities appropriate for the fund or strategy may also be appropriate for other Ares funds or strategies, including those funds or strategies not within the same investment team and can range across the Ares investment platform. It is generally intended that, subject to Ares' allocation policy, the fund or strategy and other Ares funds or strategies, as applicable, which share common investment opportunities as determined in the sole discretion of the manager, allocate over time in a fair and equitable manner, taking into account relevant facts and circumstances and to the extent practicable, including but not limited to, pro-rata based on available capital, subject to the investment objectives, investment restrictions, liquidity, available capital, remaining investment period, leverage, diversification and other limitations applicable to the fund or strategy and such other Ares funds or strategies and as may otherwise be agreed by the respective Investment Committee of such funds or strategies. There can be no assurance that proportional allocations between the fund or strategy and any such other Ares funds or strategies will be achieved.

Ares and its affiliates currently manage, and in the future expect to manage, various other Ares funds or strategies, including by other investment teams, some of which may invest in securities, instruments, assets or obligations eligible for purchase by the fund or strategy. Other Ares funds or strategies include, for the avoidance of doubt, funds and accounts managed or advised by investment advisors that may be acquired or controlled by (or that otherwise become part of) Ares in the future. Situations in which other Ares funds or strategies may invest in the same or securities, instruments, assets or obligations eligible for purchase by the respective fund or strategy, present potential for conflicts of interest. The investment policies, fee arrangements and other circumstances of the overlap may occur with those of other Ares funds or strategies. It is generally intended that, subject to Ares' allocation policy, the fund or strategy and the other Ares funds or strategies, as applicable, which share common investment opportunities as determined in the sole discretion of the manager, taking into account relevant facts and circumstances and to the extent practicable, shall be allocated amongst the funds and strategies over a period of time, that is fair and equitable to the respective funds and strategies. There can be no assurance that proportional allocations between the fund or strategy and any such other Ares funds or strategies will be achieved.

Ares and its affiliates may, from time to time, be presented with investment opportunities that fall within the fund or strategy's investment objectives and the investment objectives of one or more other Ares funds or strategies. While Ares will seek to manage



such conflicts of interest in good faith, there may be situations in which the interests of a fund or strategy with respect to a particular investment or other matter conflict with the interests of one or more of the other Ares funds and strategies. Neither the manager or Ares Management has any affirmative obligation to offer any investments to a particular fund strategy, or to inform the respective fund or strategy before offering investments to any other Ares fund or strategy. A copy of Ares' Investment Allocation Policy is available upon request.

#### **Conflicts of Interest**

Ares manages various funds and strategies and the management of these funds and strategies can give rise to conflicts of interest between the investors of a single fund or strategy and differing fund or strategy. Because Ares provides concurrent advisory services to our investors for which the investment mandates, compensation and fee arrangements (including with respect to performance fees and fee offsets) and other circumstances differ from strategy to strategy, the potential for Ares to receive greater fees from certain funds or strategies creates a potential conflict of interest with respect to the allocation of investment opportunities, as funds or strategies that pay higher fees may create incentives to direct investment ideas to, and/or to allocate investments in favor of such a fund or strategy. In addition, Ares, from time to time, also enters into accounts directly or indirectly with single or multiple investors that commit significant capital into a particular fund or strategy and or across the broader Ares platform. Such arrangements often include Ares granting certain preferential terms to these specific investors, including co-investment rights, a waiver or reduction of management fees or performance fees or carried interest, a blended management fee, and/or performance fee or carried interest rates that are lower than those applicable to respective fund or strategy in which those investors are currently invested.

Regarding sustainability-related aspects of the investment included herein the decision to invest in the Fund should take into account all the characteristics or objectives as described in the PPM and LPA of the Fund.

**Past performance does not predict future returns. Returns may increase or decrease as a result of currency fluctuations.**

**REF: LM - 01474**



**Firm:** Ares Management – Ares Secondaries

**Strategy/Product:** Private Equity & Real Estate Secondaries (LEP XV, LREP VI, LREP VIII)

**Client:** MWRA Employees' Retirement System

**NEPC Manager Due Diligence Questionnaire - Update**

**Instructions**

In support of our upcoming meeting we ask that you please complete this due diligence questionnaire. Please provide your responses in the form of brief descriptions, lists or tables added directly to this Word document.

Thank you for taking the time to complete this questionnaire. Please note that all materials submitted in relation to MWRA Retirement System may be subject to disclosure consistent with Massachusetts Public Record laws.

**Firm/Organization**

**1. Have there been any changes in ownership or management in the past year?**

There have been no changes in ownership over the past year.

In January 2023, Ares Secondaries announced an organizational update with the formation of the newly assembled Secondaries Executive Committee (“ExCo”). The ExCo will be charged with the day-to-day operational management of their respective secondary groups, outlined below.

- Michelle Creed and Jamie Sunday are now Co-Heads of Real Estate Secondaries
- Nate Walton is now the Head of Private Equity Secondaries
- Eddie Keith is now the Head of Infrastructure Secondaries
- Dave Schwartz is now the Head of Credit Secondaries

**2. List firm AUM, net flows and accounts gained/lost for the past 5 years.**

Please see below year-end AUM and committed capital for Ares Secondaries. Prior to the June 2021 acquisition of Landmark Partners by Ares Management, Landmark Partners did not track AUM and instead tracked committed capital. For that reason, we are unable to provide AUM prior to 2021.

<i>\$millions</i>	<b>Secondaries AUM</b>	<b>Committed Capital</b>
<b>March 2023</b>	22,893.6	34,270.4
<b>2022</b>	21,960.8	33,246.0
<b>2021</b>	22,118.9	31,156.5
<b>2020</b>	Not tracked	28,677.9
<b>2019</b>	Not tracked	27,984.9
<b>2018</b>	Not tracked	26,946.3





**3. Have there been any new or discontinued products in the past year?**

Ares Secondaries is currently in the market with the following products:

- Landmark Real Estate Partners IX: Real Estate Secondaries
- Ares Secondaries Infrastructure Solutions III: Infrastructure Secondaries
- Ares Credit Secondaries: Credit Secondaries

**4. Are any products capacity constrained?**

No.

**5. Describe any current or pending regulatory, compliance or litigation issues and the expected business impact.**

Ares Management Corporation, an alternative investment management firm and sponsor of various investment funds (the “Ares Funds”), and certain of its affiliated entities, including Ares Management LLC and its direct and indirect subsidiaries (“Ares”), as well as certain employees of Ares, have been included in certain proceedings in the normal course of business. Other than as disclosed in public filings, there are no actions pending or threatened at the current time that are material to Ares Management Corporation, the Ares Funds or Ares. Publicly filed reports are available at the following address: <https://ir.aresmgmt.com/sec-filings/>

Certain employees of Ares have been included in certain proceedings in the normal course of business. Generally, such employees have served as outside directors of certain portfolio companies in which Ares Management Corporation, an alternative investment management firm and sponsor of the Ares Funds, or one or more of the Ares Funds had an investment. In connection therewith and in such capacities, such employees may have become subject to various legal claims and/or litigation proceedings.

The current matters of which we are aware include the following:

Two Ares Partners (including one former Ares Partner) were named as defendants in a purported stockholder derivative action relating to a prior portfolio company investment of the Ares Private Equity Group. The complaint also names Ares Management Corporation and one of its Private Equity funds among the defendants and alleges claims of breach of fiduciary duty and unjust enrichment. The defendants are vigorously defending the matter and are covered under insurance policies maintained by the portfolio company.

Other than as disclosed in public filings, there are no actions pending or threatened at the current time that are material to Ares Management Corporation, the Ares Funds or Ares.





**6. Describe your diversity, equity and inclusion efforts with regard to the firm and its employees.**

Ares Management has made a formal commitment to diversity, equity and inclusion (“DEI”). DEI is a strategic priority for Ares Management from both a top-down and grassroots perspective. We are deeply proud of what we have achieved so far, though we are also humble in acknowledging that there are significant opportunities to drive further progress.

**Why We Believe DEI Is Important**

It’s the right thing to do. We believe that we should be part of the solution in promoting equity, equality, and social equity within the communities in which we operate.

It’s good business. By fully leveraging diverse experiences, backgrounds, and perspectives, we believe we can help create better outcomes for our investors, our portfolio companies and our employees. Our performance and long-term success are directly attributable to the talent we can attract and retain.

**Our Goals**

- We seek to generate quality returns for our investors by building high-quality teams and cultivating a culture where people can be their authentic selves. This culture provides a range of welcomed perspectives and ways of thinking, which may ultimately drive benefits to our investment process and support infrastructure.
- We aim for our team’s diversity profile to reflect the underlying diversity levels in the communities where we operate.
- We recognize that this representation and equity do not currently exist broadly in our industry. We seek to be a leader in enacting programs, policies and partnerships that advance representation, and also educate our existing team and support and empower our underrepresented employees to rise within the firm.

**Portfolio Management Team**

**1. Have there been any changes in the portfolio management team in the past year?**

Please see below for investment team additions and departures that occurred within Ares Secondaries over the course of the past year (May 31, 2022 – May 31, 2023).

Additions:

Name	Title	Vertical	Addition Date
Anish Satija	Principal	Credit Secondaries	4/1/2023
William Higgs	Associate	Private Equity Secondaries	2/27/2023
Christopher Remeika	Senior Associate	Real Estate Secondaries	2/13/2023
Sean Joseph	Senior Associate	Real Estate Secondaries	1/30/2023
Briana Krackow	Senior Associate	Private Equity Secondaries	1/23/2023
Amanda Xifaras	Analyst	Real Estate Secondaries	1/17/2023



Johanna Henriksson	Analyst	Real Estate Secondaries	1/16/2023
Hamza Memon	Senior Associate	Private Equity Secondaries	1/9/2023
Hector Gonzalez	Vice President	Private Equity Secondaries	11/2/2022
Danielle Lau	Managing Director	Real Estate Secondaries	10/3/2022
Kyra O'Brien	Associate	Private Equity Secondaries	9/6/2022

Departures:

Name	Title	Vertical	Departure Date
Bailey Busscher	Analyst	Real Estate Secondaries	3/17/2023
Brendan Sweeney	Analyst	Private Equity Secondaries	2/24/2023
Matthew Morris	Senior Associate	Infrastructure Secondaries	1/6/2023
Zachary Woods	Associate	Infrastructure Secondaries	1/6/2023
Alvin Butler II	Managing Director	Private Equity Secondaries	1/6/2023
Anne Boyd	Analyst	Real Estate Secondaries	9/23/2022
Isabel Agnew	Senior Associate	Real Estate Secondaries	6/15/2022

**2. Are there any expected changes to the team in the future (planned additions or departures)?**

Ares Credit Secondaries team has two planned additions starting in July 2023.

**Process**

**1. Have there been significant changes in any of the areas below in the past year?**

- Identification of investment ideas
- Process for exploring and vetting ideas
- Portfolio trading practices including buy/sell rules
- Approach to portfolio monitoring and risk management

There have been no meaningful changes to our investment process over the past year.



## Philosophy

### 1. Describe recent changes in investment philosophy, if any.

There have been no material changes to our investment philosophy over the past year.

## Portfolio

### 1. If not included in your meeting presentation, provide portfolio holdings, sector exposure, geographic exposure and common characteristics (yield, duration, market cap, P/E, etc.).

Please refer to the meeting presentation.

### 2. List strategy AUM, net flows and accounts gained/lost for the past 5 years.

Year End	Private Equity / Credit	Real Estate	Infrastructure	Total
March 2023	22,075	10,625	1,570	34,270
December 2022	21,138	10,538	1,570	33,246
December 2021	20,474	9,113	1,570	31,157
December 2020	18,903	8,353	1,422	28,678
December 2019	18,535	8,606	844	27,985
December 2018	18,034	8,205	707	26,946

In USD Millions. Total Committed Capital as of each year end. **Past performance is not necessarily indicative of future results**, nor does it ensure that investors will not incur a loss with respect to their investment. Current performance may be lower or higher than the performance data quoted.



**3. Describe investor concentration for the strategy and note the percent of AUM attributable to the top five investors.**

Please see below for a breakdown of investor types in LEP XV, LREP VI and LREP VIII. Following the Final Close, the top five investors for LEP XV, LREP VI and LREP VIII account for 33%, 60% and 24% of total commitments in each fund, respectively.

LEP XV	
Investor Type	%
Public Pension Fund	49%
Insurance Company	12%
Private Investment Firm	11%
Corporation	6%
Union/Taft Hartley	6%
Government Investor	5%
Individual/Family Office	4%
Corporate Pension Plan	4%
Private Pension	2%
Endowment	1%
Foundation	1%
Trust	< 1%
Financial Services Institution	< 1%

LREP VI	
Investor Type	%
Public Pension Fund	46%
Union/Taft Hartley	36%
Insurance Company	8%
Private Investment Firm	3%
Corporation	2%
Endowment	1%
Investment Manager	1%
Individual/Family Office	1%
Corporate Pension Plan	< 1%

LREP VIII	
Investor Type	%
Public Pension Fund	46%
Insurance Company	17%
Private Investment Firm	9%
Individual/Family Office	6%
Foundation	5%
Private Pension	4%
Endowment	4%
Corporate Pension Plan	3%
Union/Taft Hartley	3%
Financial Services Institution	1%
Investment Manager	1%
Corporation	< 1%
Bank	< 1%

Past diversification may not be indicative of the degree of future diversification. Diversification does not assure profit or protect against market loss.

**Performance / Market Outlook**

- 1. If not included in your meeting presentation, provide trailing returns as of the most recent quarter-end and calendar year returns for the past 10 years, both relative to benchmark.**

Please refer to the meeting presentation. We are happy to discuss historical returns during the call.

- 2. Briefly discuss recent performance trends and identify environments in which the strategy is likely to be in or out of favor.**

Please refer to the meeting presentation. We are happy to discuss historical returns during the call.



**3. Describe your market outlook and how strategy positioning is impacted by your views.**

Please refer to the meeting presentation. We are happy to discuss historical returns during the call.

**4. Could you please include a slide in your presentation that shows the MWRA's account history, initial contribution, cumulative subsequent contributions, cumulative subsequent distributions, gain/loss and current value.**

Please see attached Capital Account Statement and MWRA Historical NAV and Cash Flows files.



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# Ares Secondaries Investor Update

MWRA Retirement System

June 2023

# Disclaimer

This is a marketing communication. Please refer to the PPM of the Fund before making any final investment decisions.

These materials are neither an offer to sell, nor the solicitation of an offer to purchase, any security, the offer and/or sale of which can only be made by definitive offering documentation. Any offer or solicitation with respect to any securities that may be issued by any investment vehicle (each, an “Ares Fund”) managed or sponsored by Ares Management LLC or any of its subsidiary or other affiliated entities (collectively, “Ares Management”) will be made only by means of definitive offering memoranda, which will be provided to prospective investors and will contain material information that is not set forth herein, including risk factors relating to any such investment. Any such offering memoranda will supersede these materials and any other marketing materials (in whatever form) provided by Ares Management to prospective investors. In addition, these materials are not an offer to sell, or the solicitation of an offer to purchase securities of Ares Management Corporation (“Ares Corp”), the parent of Ares Management. An investment in Ares Corp is discrete from an investment in any fund directly or indirectly managed by Ares Corp. Collectively, Ares Corp, its affiliated entities, and all underlying subsidiary entities shall be referred to as “Ares” unless specifically noted otherwise. Certain Ares Fund securities may be offered through our affiliate, Ares Management Capital Markets (“AMCM”), a broker-dealer registered with the SEC, and a member of FINRA and SIPC.

In making a decision to invest in any securities of an Ares Fund, prospective investors should rely only on the offering memorandum for such securities and not on these materials, which contain preliminary information that is subject to change and that is not intended to be complete or to constitute all the information necessary to adequately evaluate the consequences of investing in such securities. Ares makes no representation or warranty (express or implied) with respect to the information contained herein (including, without limitation, information obtained from third parties) and expressly disclaims any and all liability based on or relating to the information contained in, or errors or omissions from, these materials; or based on or relating to the recipient's use (or the use by any of its affiliates or representatives) of these materials; or any other written or oral communications transmitted to the recipient or any of its affiliates or representatives in the course of its evaluation of Ares or any of its business activities. Ares undertakes no duty or obligation to update or revise the information contained in these materials.

The recipient should conduct its own investigations and analyses of Ares and the relevant Ares Fund and the information set forth in these materials. Nothing in these materials should be construed as a recommendation to invest in any securities that may be issued by Ares Corp or an Ares Fund or as legal, accounting or tax advice. Before making a decision to invest in any Ares Fund, a prospective investor should carefully review information respecting Ares and such Ares Fund and consult with its own legal, accounting, tax and other advisors in order to independently assess the merits of such an investment.

These materials are not intended for distribution to, or use by, any person or entity in any jurisdiction or country where such distribution or use would be contrary to law or regulation.

These materials contain confidential and proprietary information, and their distribution or the divulgence of any of their contents to any person, other than the person to whom they were originally delivered and such person's advisors, without the prior consent of Ares is prohibited. The recipient is advised that United States securities laws restrict any person who has material, nonpublic information about a company from purchasing or selling securities of such company (and options, warrants and rights relating thereto) and from communicating such information to any other person under circumstances in which it is reasonably foreseeable that such person is likely to purchase or sell such securities. The recipient agrees not to purchase or sell such securities in violation of any such laws, including of Ares Corp or a publicly traded Ares Fund.

These materials may contain “forward-looking” information that is not purely historical in nature, and such information may include, among other things, projections, forecasts or estimates of cash flows, yields or returns, scenario analyses and proposed or expected portfolio composition. The forward-looking information contained herein is based upon certain assumptions about future events or conditions and is intended only to illustrate hypothetical results under those assumptions (not all of which will be specified herein). Not all relevant events or conditions may have been considered in developing such assumptions. The success or achievement of various results and objectives is dependent upon a multitude of factors, many of which are beyond the control of Ares. No representations are made as to the accuracy of such estimates or projections or that such projections will be realized. Actual events or conditions are unlikely to be consistent with, and may differ materially from, those assumed. Prospective investors should not view the past performance of Ares as indicative of future results. Ares does not undertake any obligation to publicly update or review any forward-looking information, whether as a result of new information, future developments or otherwise.

Some funds managed by Ares or its affiliates may be unregistered private investment partnerships, funds or pools that may invest and trade in many different markets, strategies and instruments and are not subject to the same regulatory requirements as mutual funds, including mutual fund requirements to provide certain periodic and standardized pricing and valuation information to investors. Fees vary and may potentially be high.

# Disclaimer

These materials also contain information about Ares and certain of its personnel and affiliates whose portfolios are managed by Ares or its affiliates. This information has been supplied by Ares to provide prospective investors with information as to its general portfolio management experience. Information of a particular fund or investment strategy is not and should not be interpreted as a guaranty of future performance. Moreover, no assurance can be given that unrealized, targeted or projected valuations or returns will be achieved. Future results are subject to any number of risks and factors, many of which are beyond the control of Ares. In addition, an investment in one Ares Fund will be discrete from an investment in any other Ares Fund and will not be an investment in Ares Corp. As such, neither the realized returns nor the unrealized values attributable to one Ares Fund are directly applicable to an investment in any other Ares Fund. An investment in an Ares Fund (other than in publicly traded securities) is illiquid and its value is volatile and can suffer from adverse or unexpected market moves or other adverse events. Funds may engage in speculative investment practices such as leverage, short-selling, arbitrage, hedging, derivatives, and other strategies that may increase investment loss. Investors may suffer the loss of their entire investment. In addition, in light of the various investment strategies of such other investment partnerships, funds and/or pools, it is noted that such other investment programs may have portfolio investments inconsistent with those of the strategy or investment vehicle proposed herein.

Benchmark (index) performance does not reflect the deduction of transaction costs, management fees, or other costs which would reduce returns. References to market or composite indexes, benchmarks or other measures of relative performance are for comparison purposes only. An investor cannot invest directly in an index.

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Regarding sustainability-related aspects of the investment included herein, the decision to invest in the Fund should take into account all the characteristics or objectives as described in the PPM and LPA of the Fund.



# Disclaimers | Certain Selected Risk Factors

**Risk Factors – General.** An investment in an Ares fund, strategy, account or vehicle entails a significant degree of risk and, therefore, should be undertaken only by investors capable of evaluating the risks of that investment and bearing the risks it represents. General risks about making an investment are provided below. This is a non-exhaustive list of risk factors and conflicts of interest that should be considered in evaluating before making an investment. Investors should review a more complete list of risks, conflicts and or other considerations as described in a PPM or other offering documentation involved in connection with making an investment. Prospective investors should carefully review that additional information for other risks and the investment strategy's objective process and investment techniques associated with a corresponding investment.

Prospective investors should understand risks associated with the types of equity and debt investments to be made, as well as risks related specifically to the various private and or public investment strategy and more generally to investments involved in the strategy.

**No Assurance of Investment Return.** Neither Ares or the general partner can provide assurance that it will be able to choose, make and/or realize investments in any particular company, portfolio of companies or asset. Further, there can be no assurance that the fund or strategy will be able to generate returns for its investors or that the returns will be commensurate with the risks of investing in the types of companies, assets and transactions described or that such returns will be comparable to the fund or strategy's targeted returns. The marketability and value of any such investment will depend upon many factors beyond the control of the fund or strategy, the manager. The expenses of the fund or strategy may exceed its income. The fund or strategy would bear the expenses of transactions that are not consummated, including any break-up fees. As a result, the fund or strategy could incur a substantial cost with no opportunity for a return. A prospective investor could lose the entire amount of its contributed capital, and therefore an investor should only invest in the fund or strategy if the investor can withstand a total loss of its investment.

**Past Performance Not Indicative of Future Results.** Past performance of the manager, and their respective investment professionals with respect to fund, strategy or other portfolios, investment vehicles or accounts may be not indicative of the future results that the fund or strategy will achieve. Similarly, the past performance of the manager, its affiliates and their respective investment professionals over a particular period is not indicative of the results that may be expected in future periods. Furthermore, the strategies and risks guiding the fund or strategy's investments may differ substantially from investments and strategies undertaken by the manager, and their respective investment professionals with respect to the prior funds or strategies.

**Valuation of Investments.** A meaningful portion of the fund or strategy's portfolio may be expected to be in private investments that may be valued by the manager given the lack of public market information. As such, the fair value of such investments may not be readily determinable. The investments are generally expected to be valued at a fair value as determined in good faith and in accordance with U.S. generally accepted accounting principles. The types of factors that may be considered in valuing the fund or strategy's investments include any restrictions on the marketability of such investments, the lack of a market for such investments, the control premium if any associated with such investments, the anticipated impact of immediate sale, the length of time before any such sales may become possible and the cost and complexity of any such sales and other relevant factors. Because such valuations are inherently uncertain, may fluctuate over short periods of time and may be based on estimates, the manager's determinations of fair value may differ materially from the values that would have been used if a ready market for these investments existed and from valuations of third parties and may differ materially from the values that the fund or strategy may ultimately realize.

**Allocation of Investment Opportunities.** The fund or strategy may focus on illiquid and liquid debt and or illiquid and liquid equity investments. Certain investment opportunities appropriate for the fund or strategy may also be appropriate for other Ares funds or strategies, including those funds or strategies not within the same investment team and can range across the Ares investment platform. It is generally intended that, subject to Ares' allocation policy, the fund or strategy and other Ares funds or strategies, as applicable, which share common investment opportunities as determined in the sole discretion of the manager, allocate over time in a fair and equitable manner, taking into account relevant facts and circumstances and to the extent practicable, including but not limited to, pro-rata based on available capital, subject to the investment objectives, investment restrictions, liquidity, available capital, remaining investment period, leverage, diversification and other limitations applicable to the fund or strategy and such other Ares funds or strategies and as may otherwise be agreed by the respective Investment Committee of such funds or strategies. There can be no assurance that proportional allocations between the fund or strategy and any such other Ares funds or strategies will be achieved.

Ares and its affiliates currently manage, and in the future expect to manage, various other Ares funds or strategies, including by other investment teams, some of which may invest in securities, instruments, assets or obligations eligible for purchase by the fund or strategy. Other Ares funds or strategies include, for the avoidance of doubt, funds and accounts managed or advised by investment advisors that may be acquired or controlled by (or that otherwise become part of) Ares in the future. Situations in which other

# Disclaimers | Certain Selected Risk Factors

## **Allocation of Investment Opportunities (continued)**

Ares funds or strategies may invest in the same or securities, instruments, assets or obligations eligible for purchase by the respective fund or strategy, present potential for conflicts of interest. The investment policies, fee arrangements and other circumstances of the overlap may occur with those of other Ares funds or strategies. It is generally intended that, subject to Ares' allocation policy, the fund or strategy and the other Ares funds or strategies, as applicable, which share common investment opportunities as determined in the sole discretion of the manager, taking into account relevant facts and circumstances and to the extent practicable, shall be allocated amongst the funds and strategies over a period of time, that is fair and equitable to the respective funds and strategies. There can be no assurance that proportional allocations between the fund or strategy and any such other Ares funds or strategies will be achieved.

Ares and its affiliates may, from time to time, be presented with investment opportunities that fall within the fund or strategy's investment objectives and the investment objectives of one or more other Ares funds or strategies. While Ares will seek to manage such conflicts of interest in good faith, there may be situations in which the interests of a fund or strategy with respect to a particular investment or other matter conflict with the interests of one or more of the other Ares funds and strategies. Neither the manager or Ares Management has any affirmative obligation to offer any investments to a particular fund strategy, or to inform the respective fund or strategy before offering investments to any other Ares fund or strategy. A copy of Ares' Investment Allocation Policy is available upon request.

**Conflicts of Interest.** Ares manages various funds and strategies and the management of these funds and strategies can give rise to conflicts of interest between the investors of a single fund or strategy and differing fund or strategy. Because Ares provides concurrent advisory services to our investors for which the investment mandates, compensation and fee arrangements (including with respect to performance fees and fee offsets) and other circumstances differ from strategy to strategy, the potential for Ares to receive greater fees from certain funds or strategies creates a potential conflict of interest with respect to the allocation of investment opportunities, as funds or strategies that pay higher fees may create incentives to direct investment ideas to, and/or to allocate investments in favor of such a fund or strategy. In addition, Ares, from time to time, also enters into accounts directly or indirectly with single or multiple investors that commit significant capital into a particular fund or strategy and or across the broader Ares platform. Such arrangements often include Ares granting certain preferential terms to these specific investors, including co-investment rights, a waiver or reduction of management fees or performance fees or carried interest, a blended management fee, and/or performance fee or carried interest rates that are lower than those applicable to respective fund or strategy in which those investors are currently invested.

**Nature of Investment.** Investment in the Fund requires a long-term commitment by the investors, with no certainty of return, to contribute substantial amounts of capital to the Fund, if and when called, upon short notice. Investors that are unable or unwilling to comply with their capital contribution obligations, risk forfeiture, among other things, of a portion, and possibly all, of their investment in the Fund. Accordingly, prospective investors should assure themselves that they have sufficient available capital assets to support their capital commitments.

**Long-Term Nature of Investment in the Fund.** Prospective investors should be aware of the long-term, indefinite nature of an investment in the Fund. An investment in the Fund should be viewed as illiquid as there is not now nor is there expected to be a public market for the interests in the Fund and it is uncertain as to when profits, if any, will be realized. Accordingly, an investor may not be able to liquidate its investment and its interest in the Fund may not be used as collateral for loans or likewise. In addition, interests in the Fund have not been registered under the United States Securities Act of 1933, as amended (the "Securities Act"), or under the "Blue Sky" or securities laws of any U.S. state, non-U.S. state or other jurisdiction. Partnership interests are being offered and will be sold only to selected "accredited investors" (as such term is defined in Rule 501 of Regulation D under the Securities Act), pursuant to the exemption in Section 4(2) of the Securities Act, the rules of the Securities and Exchange Commission promulgated thereunder and exemptions in the various applicable "Blue Sky", securities laws, and non-U.S. state laws. Investors will be required to make certain representations and warranties to the Fund, including that they are making an investment for their own account, for investment purposes only and not with a view to resale or distribution, and that they have the ability to bear the economic risk of an investment in the Fund. The interests that are acquired by investors will be considered "restricted securities" and cannot be resold without registration under the Securities Act or an exemption from the registration requirements thereof.

# Disclaimers | Certain Selected Risk Factors

**Restrictions on Transfer and Withdrawal.** There will be no public market for the interests in the Fund, and none is expected to develop. In addition, interests are not transferable except with the consent of the General Partner. Moreover, subject to certain exceptions for Limited Partners subject to ERISA and other legal or regulatory issues, Limited Partners will not have the right to withdraw (in whole or in part) from the Fund. Therefore, investors must be prepared to bear the risk of an investment in the Fund for an indefinite period of time. A Limited Partner will be responsible for all costs associated with any requested, attempted or realized transfer of all or any portion of its interest in the Fund (including, potentially, transfers or comparable transactions involving its beneficial owners' respective interests in the relevant investor), whether or not the General Partner consents to such transfer. These costs will generally include, among others, the cost of accounting for transfers for U.S. income tax purposes and legal expenses incurred by the General Partner and the Partnership in connection with the transfer. In addition, mandatory basis adjustment rules could require the adjustment of the Fund's tax basis in its assets with respect to a transfer of an interest in the Fund, which would significantly increase the cost of, and the complexity of accounting for, transfers of Partnership interests. The inability to transfer Partnership interests may limit the availability of certain estate planning and other strategies.

**Alternative Investment Fund Managers Directive.** The European Union ("EU") Alternative Investment Fund Managers Directive (the "AIFMD") regulates the activities of certain private fund managers undertaking fund management activities or marketing fund interests to investors within the European Economic Area ("EEA"). If the Fund is actively marketed to investors domiciled or having their registered office in the EEA: (i) the Fund may be subject to certain reporting, disclosure and other compliance obligations under the AIFMD, which may result in the Fund incurring additional costs and expenses; (ii) the Fund and/or the General Partner may become subject to additional regulatory or compliance obligations arising under national law in certain EEA jurisdictions, which may result in the Fund incurring additional costs and expenses or otherwise affect the management and operation of the Fund; (iii) the General Partner may be required to make detailed information relating to the Fund and its investments available to regulators and third parties; and (iv) the AIFMD may also restrict certain activities of the Fund in relation to EEA investments including, in some circumstances, the Fund's ability to recapitalize, refinance or potentially restructure an EEA investment within the first two years of ownership. In addition, it is possible that some EEA jurisdictions will elect to restrict or prohibit the marketing of non-EEA funds to investors based in those jurisdictions, which may make it more difficult for the Fund to raise its targeted amount of Commitments.

**Enhanced Scrutiny and Certain Effects of Potential Regulatory Changes.** There continues to be discussions regarding enhanced governmental scrutiny and/or increased regulation of the private equity industry. There can be no assurance that any such scrutiny or regulation will not have an adverse impact on the activities of the Fund, including the ability of the Fund to effectively and timely address such regulations, implement operating improvements or otherwise execute its investment strategy or achieve its investment objectives.

**Risks Relating to the Use of Leverage by the Fund.** The Fund may employ significant amounts of indebtedness. Debt service requirements may deplete cash flows, and relatively small changes in the overall value of the investments will have a magnified impact on the value of the equity of the Fund. If the Fund's investments were unable to generate sufficient cash flow to meet principal and interest payments on the Fund's debt, the Fund may be forced to default on such debt, which could result in additional expenses to the Fund and/or forced liquidation of the Fund's investments at prices that may not reflect the full value thereof. In addition, the amount or terms of debt financing may restrict the amount of funds available for distribution to investors. Furthermore, the Fund may acquire investments and defer the payment of the purchase price in whole or in part for a long period of time. Such deferrals will usually be repaid out of distributions but in the event that distributions are not sufficient to repay such deferrals, the General Partner may be required to issue a capital call. In addition, the Fund is usually required to issue a note to the seller of a deferred purchase price interest.

**Risks Relating to the Use of Leverage by the Underlying Investments.** The Underlying Investments may use leverage for a variety of purposes, including, but not limited to, acquiring, directly or indirectly, new investments, leveraging existing investments to permit distributions or additional investments, facilitating hedging activities and bridging funding for investments in advance of capital calls. Leverage generally magnifies opportunities for gain and risk of loss from a particular investment. The leverage used by the Underlying Investments may take the form of indebtedness for borrowed money as well as financial leverage in the form of short sales, forward contracts, options, derivatives, and other similar transactions, which may expose the Fund to greater risks than if the Underlying Investments did not use leverage. This leverage could accelerate and magnify declines in the value of an Underlying Investment's investments and could result in substantial diminution in or total loss in respect of an investment. The cost and availability of leverage is highly dependent on the state of the broader credit markets (and such credit markets may be impacted by regulatory restrictions and guidelines), which state is difficult to accurately forecast. Gains made with borrowed funds generally would cause the Underlying Investments' value to increase faster than without borrowed funds. However, losses incurred with borrowed funds would cause the Underlying Investments' value to decrease faster and more significantly than without the use of borrowed funds. Money borrowed for the purpose of leveraging investments will also be subject to interest costs as well as financing, transaction and other fees and costs that may not be recovered by returns on the Underlying Investments' investments or other investment positions taken by the Underlying Investments. In addition, the use of leverage by an Underlying Investment may also result in tax-exempt Limited Partners of the Fund incurring a tax on UBTI.

# Disclaimers | Certain Selected Risk Factors

**Cybersecurity Risks.** Recent events have illustrated the ongoing cybersecurity risks to which companies are subject. To the extent that a company or fund manager in or with which the Fund invests is subject to cyber-attack or other unauthorized access is gained to such a company's or fund manager's systems, such company or fund manager may be subject to substantial losses in the form of stolen, lost or corrupted (i) customer data or payment information; (ii) financial information, including investor financial information; (iii) software, contact lists or other databases; (iv) proprietary information or trade secrets; or (v) other items. In certain events, a company's or fund manager's failure or deemed failure to address and mitigate cybersecurity risks may be the subject of civil litigation or regulatory or other action. Any of such circumstances could subject a company, a fund manager or the Fund to substantial losses. In addition, in the event that such a cyber-attack or other unauthorized access is directed at Ares / Ares Secondaries or one of its service providers holding its financial or investor data, Ares / Ares Secondaries, its affiliates or the Fund may also be at risk of loss, despite efforts to prevent and mitigate such risks.

**Past performance does not predict future returns.**

REF: LM-01493

# Discussion Outline

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## Firm Overview

# Ares Management

» With approximately \$360 billion in assets under management, Ares Management Corporation is a global alternative investment manager operating an integrated platform across five business groups

## Profile

Founded	1997
AUM	\$360bn
Employees	~2,615
Investment Professionals	~905
Global Offices	30+
Direct Institutional Relationships	~1,960
Listing: NYSE - Market Capitalization	\$25.6bn <sup>1</sup>

## Global Footprint<sup>2</sup>



## The Ares Differentiators

Power of a broad and scaled platform enhancing investment capabilities

Deep management team with integrated and collaborative approach

20+ year track record of compelling risk adjusted returns through market cycles

A pioneer and leader in leveraged finance, private credit and secondaries

	Credit	Private Equity	Real Assets	Secondaries	Other Businesses
AUM	<b>\$235.1bn</b>	<b>\$34.6bn</b>	<b>\$64.1bn</b>	<b>\$22.9bn</b>	<b>\$3.5bn</b>
Strategies	Direct Lending	Corporate Private Equity	Real Estate Equity	Private Equity Secondaries	Ares Insurance Solutions <sup>3</sup>
	Liquid Credit	Special Opportunities	Real Estate Debt	Real Estate Secondaries	Ares Acquisition Corporation
	Alternative Credit		Infrastructure Opportunities	Infrastructure Secondaries	
	APAC Special Situations		Infrastructure Debt	Credit Secondaries	

Note: As of March 31, 2023. AUM amounts include funds managed by Ivy Hill Asset Management, LP., a wholly owned portfolio company of Ares Capital Corporation and registered investment adviser. **Past performance is not indicative of future results.**

1. As of May 29, 2023.

2. New Delhi office is operated by a third party with whom Ares Asia maintains an ongoing relationship relating to the sourcing, acquisition and/or management of investments.

3. AUM managed by Ares Insurance Solutions excludes assets which are sub-advised by other Ares' investment groups or invested in Ares funds and investment vehicles.



# Ares Secondaries

» A pioneer and innovator within the secondaries market across three decades and across a range of alternative asset classes, including private equity & credit, real estate and infrastructure

**\$22.9 Billion AUM<sup>1</sup>**

- 30+ year track record of secondaries investing
- 17 Partners with 19-year average tenure<sup>2</sup>
- 65+ dedicated investment and research professionals

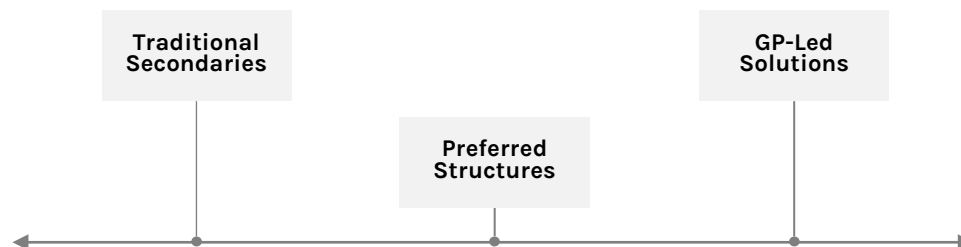
## Secondaries Investment Capabilities Across Three Private Markets Strategies

	Private Equity Secondaries	Real Estate Secondaries	Infrastructure Secondaries	Credit Secondaries	Total
	\$12.7bn	\$7.7bn	\$1.6bn	\$0.9bn	\$22.9bn <sup>1</sup>
Transaction Count <sup>3</sup>	540+	200+	35+	--	775+
Sponsor Coverage <sup>3</sup>	635+	205+	30+	--	870+ <sup>4</sup>
Partnerships Interests <sup>3</sup>	1,755+	770+	45+	--	2,570+

## Platform Advantages<sup>5</sup>

Demonstrated and Customized Structuring Capabilities	Access to Differentiated Information via QRG
“Thought Partner” Approach to Investing	Deep relationships with institutional investors, fund sponsors and market advisors

## Ares’ Flexible Range of Secondary Structuring Solutions



Note: As of March 31, 2023, unless otherwise noted.

1. Includes \$50 million of Strategic Partnership Secondaries

2. Includes tenure with Landmark Partners. In 2021, Landmark Partners was acquired by Ares Management, and in 2022 Landmark was fully rebranded as Ares Secondaries.

3. As of December 31, 2022.

4. Amount of sponsors does not sum as some of sponsors are involved in multiple asset classes that Ares Secondaries invests in.

5. We believe these to be examples of the potential advantages of Ares Secondaries. There is no guarantee every investment will reflect each of the advantages noted herein.



# Leveraging the Power of the Ares Platform

» The strategic platform combination further enhances the team's position as a trusted partner



## Complementary Approach & Processes

*Culturally similar investment philosophy and processes focused on downside protection<sup>1</sup> and tailored solutions*



## Deep Relationship Network

*Complimentary relationship networks expected to further augment sourcing advantages*



## Differentiated Market Intelligence

*Enhanced marketplace knowledge to provide due diligence, relative value and structuring benefits*



## Enhanced Product Offering

*Ability to provide additional solutions to sponsors, strengthening the platform's value proposition*



**Deep market insights and significant resources across our platform can enhance investment capabilities and capitalize on multiple pillars of growth**

1. Such downside protection is not a guarantee against loss of investment capital or value.



# Ares Real Estate Secondaries Update

# Experienced Team with Ability to Leverage the Wider Platform

» A leading investment team with 17 years' average experience<sup>1</sup> and local presence in six offices


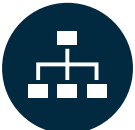

LREF IX Investment Committee – 30 Years Average Experience						
<b>Francisco Borges</b> Chairman of the Secondaries Group 37 years of experience	<b>Timothy Haviland</b> Senior Advisor Secondaries 37 years of experience	<b>Chad Alfeld</b> Partner 27 years of experience	<b>Michelle Creed</b> Co-Head of Real Estate Secondaries 20 years of experience	<b>James Sunday</b> Co-Head of Real Estate Secondaries 27 years of experience	<b>Paul Mehlman</b> Partner 34 years of experience	<b>Paul Parker</b> Partner 28 years of experience

LREF IX Investment Team						
<b>Quentin Kruel</b> Managing Director 17 years of experience	<b>Danielle Lau</b> Managing Director 17 years of experience	<b>Duncan Mégroz</b> Managing Director 17 years of experience	<b>Colin Pagnam</b> Managing Director 15 years of experience	<b>Brad Shepherd</b> Managing Director 22 years of experience	<b>Batih van Leer</b> Managing Director 9 years of experience	<b>Min Zhou</b> Managing Director 18 years of experience
<b>David Galuski</b> Principal 11 years of experience	<b>Robert Norberg</b> Vice President 11 years of experience	<b>Stefano Rubini</b> Vice President 7 years of experience	<b>Kaitlin Stenson</b> Vice President 10 years of experience	<b>Alan Conlon</b> Senior Associate 5 years of experience	<b>Travis Crocker</b> Senior Associate 6 years of experience	<b>Sean Joseph</b> Senior Associate 7 years of experience
<b>Katherine Mathewson</b> Senior Associate 7 years of experience	<b>Bharath Raghunath</b> Senior Associate 7 years of experience	<b>Chris Remeika</b> Senior Associate 8 years of experience	<b>Benedict Chung</b> Associate 2 years of experience	<b>Johanna Henriksson</b> Analyst 2 years of experience	<b>Amanda Xifaras</b> Analyst 2 years of experience	

- US Deal Team
- European Deal Team
- Asian Deal Team

Key Attributes	
<b>Tenure</b> Tested experience working through multiple market cycles	<b>Depth and Breadth</b> Large dedicated real estate team; significant firm-wide resources
<b>Sector Experience</b> Knowledge spanning market sectors, strategies, geographies	<b>Information Edge</b> Advantaged diligence and differentiated transaction sourcing

Transaction Support
<b>Tina St. Pierre</b> Chief Operating Officer, Secondaries 27 years of experience
<b>Christina Oh</b> Chief Financial Officer, Secondaries 20 years of experience
<b>Matthew Jill</b> General Counsel, Secondaries 15 years of experience

Additional Sourcing, Due Diligence and Support		
<b>Quantitative Research Group</b>  <b>8+ Professionals</b>	<b>Private Equity, Credit &amp; Infrastructure Secondaries</b>  <b>35+ Professionals</b>	<b>Strategy and Support Functions<sup>2</sup></b>  <b>80+ Professionals</b>

Organizational overview effective as of April 2023.

- Average experience at Vice President level or above.
- Includes investor relations, finance, operations, legal, compliance and administration.

# Strong Cycle-Tested Track Record Over 25+ Years

» An industry pioneer with a deep track record of delivering attractive risk-adjusted returns across a number of secondary solutions



(\$, Millions)	Vintage Year	Committed Capital <sup>1</sup>	Contributed Capital <sup>2</sup>	Gross Distributions <sup>3</sup>	Residual Value <sup>4</sup>	Total Value <sup>5</sup>	Gross IRR <sup>6</sup>	Net IRR <sup>6</sup>	Net TVPI <sup>7</sup>
Landmark Prior Funds <sup>8</sup>	1996 – 2005	\$1,032.0	\$962.9	\$1,457.0	\$0.6	\$1,457.6	33.9%	26.9%	1.40x
LREF VI	2010	717.7	629.6	1,038.3	3.1	1,041.4	23.5%	17.9%	1.50x
LREF VII	2014	1,616.2	1,491.7	1,584.6	281.7	1,866.3	9.3%	6.1%	1.17x
LREF VIII	2017	3,333.3	2,203.8	1,535.3	1,868.1	3,403.4	26.4%	18.5%	1.40x
<b>Total</b>		<b>\$6,699.2</b>	<b>\$5,288.0</b>	<b>\$5,615.2</b>	<b>\$2,153.5</b>	<b>\$7,768.7</b>	<b>33.2%</b>	<b>25.1%</b>	<b>1.35x</b>

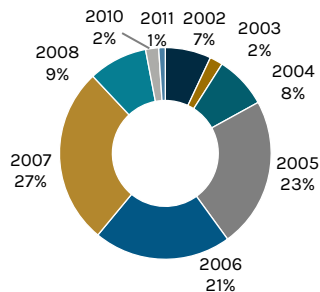
All data as of December 31, 2022, unless otherwise specified (including in Endnotes). Performance results are unaudited. **Past performance is not necessarily indicative of future results, nor does it ensure that investors will not incur a loss with respect to their investment.** Includes realized and unrealized investments and no assurance can be made that unrealized values will be realized as indicated. Ares Secondaries / Landmark has historically used a modest level of leverage as evidenced by its most recent vintage funds. RE fund managers have progressively relied on fund level tools, such as subscription lines of credit, making relative performance comparisons of fund managers challenging. Returns may increase or decrease as a result of currency fluctuations. **Please also refer to the Endnotes contained in the Appendix.**

# Landmark Real Estate Fund VI

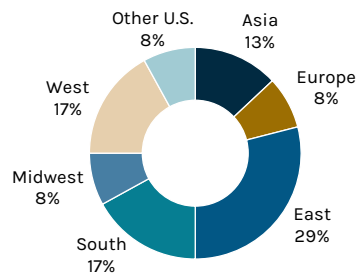
Key Portfolio Statistics	
<b>March 2011</b> Final Closing	<b>\$718mm</b> Committed Capital
<b>\$681mm</b> Invested / Committed	<b>\$630mm</b> Contributed Equity
<b>\$987mm</b> Distributions to Partners <sup>1</sup>	<b>\$3mm</b> Net Asset Value <sup>2</sup>
<b>17.9%</b> Net IRR <sup>3,4</sup>	<b>1.50x</b> Net TVPI <sup>3,5</sup>

Fund Attributes at Acquisition	
<b>30</b> Transactions	<b>83</b> Partnership Interests
<b>51</b> Sponsors	<b>1,925+</b> Company/Property Interests
<b>90%</b> Invested/Funded % at Acquisition	<b>2006</b> Weighted Avg. Vintage
<b>30%</b> Weighted Avg. Discount to NAV	<b>6.4</b> Weighted Avg. Age (Years)

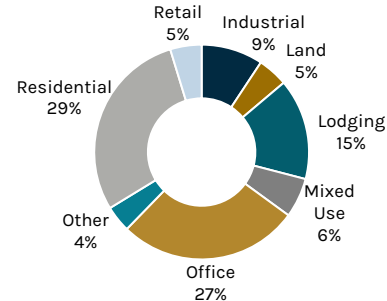
Vintage Year



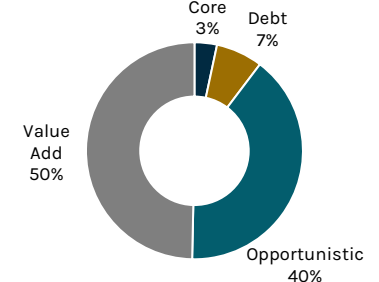
Geography



Property Type



Strategy

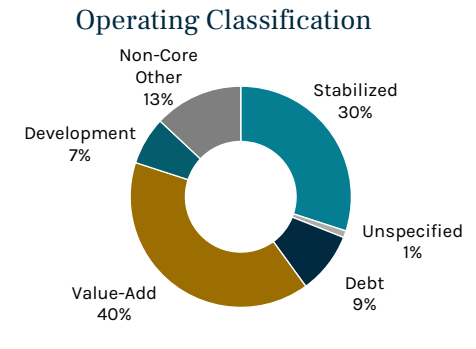
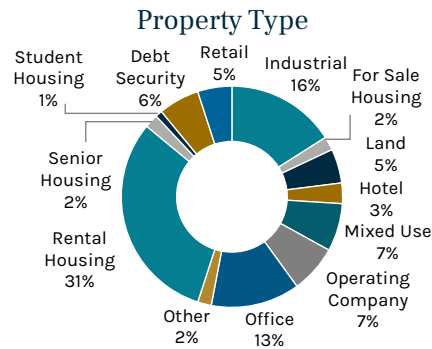
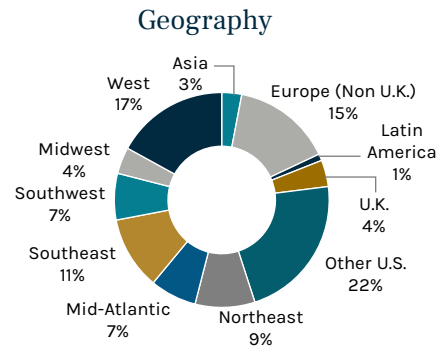
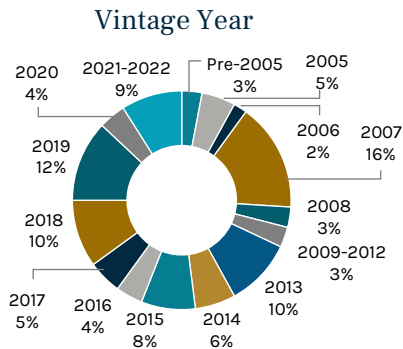


Data is as of December 31, 2022 unless otherwise noted. Pie charts illustrate fund diversification at acquisition. Past diversification may not be indicative of the degree of future diversification. Diversification does not assure profit or protect against market loss. The performance of each fund is presented together with such fund's affiliated parallel funds or accounts on a combined basis, given that their investments are substantially the same. **Past performance is not necessarily indicative of future results, nor does it ensure that investors will not incur a loss with respect to their investment.** Includes realized and unrealized investments and no assurance can be made that unrealized values will be realized as indicated. Returns may increase or decrease as a result of currency fluctuations. **Please also refer to the Endnotes contained in the Appendix.**

# Landmark Real Estate Fund VIII

Key Portfolio Statistics	
<b>March 2018</b> Final Closing	<b>\$3.3bn</b> Committed Capital
<b>\$4.0bn</b> Invested / Committed	<b>\$2.2bn</b> Contributed Equity
<b>\$1.3bn</b> Distributions to Partners <sup>1</sup>	<b>\$1.8bn</b> Net Asset Value <sup>2</sup>
<b>18.5%</b> Net IRR <sup>3, 4</sup>	<b>1.40x</b> Net TVPI <sup>3, 5</sup>

Fund Attributes at Acquisition	
<b>75</b> Transactions	<b>235</b> Partnership Interests
<b>103</b> Sponsors	<b>4,540</b> Company/Property Interests
<b>76.0%</b> Invested/Funded % at Acquisition	<b>2012</b> Weighted Avg. Vintage
<b>15.4%</b> Weighted Avg. Discount to NAV	<b>30%</b> Stabilized Assets



Data is as of December 31, 2022 unless otherwise noted. Pie charts illustrate fund diversification at acquisition. Past diversification may not be indicative of the degree of future diversification. Diversification does not assure profit or protect against market loss. The performance of each fund is presented together with such fund's affiliated parallel funds or accounts on a combined basis, given that their investments are substantially the same. **Past performance is not necessarily indicative of future results, nor does it ensure that investors will not incur a loss with respect to their investment.** Includes realized and unrealized investments and no assurance can be made that unrealized values will be realized as indicated. Returns may increase or decrease as a result of currency fluctuations. **Please also refer to the Endnotes contained in the Appendix.**

# Account Overview as of 12/31/2022

## » MWRA Employees' Retirement System

	LREP VI	LREP VIII
Commitment	\$2,000,000	\$4,000,000
Contributed Capital	\$1,754,530	\$2,646,609
<i>% of Capital Drawn</i>	87.7%	66.2%
Distributions Received	\$2,672,727	\$1,608,918
<i>% of Contributed Capital</i>	152.3%	60.8%
<b>Partner's Capital</b>	<b>\$6,057</b>	<b>\$2,098,395</b>
Subsequent Contributions	\$0	\$149,402
Subsequent Distributions	\$0	\$94,640
<b>12/31/2022 Residual Value Net IRR / TVPI</b>	<b>19.5% / 1.53x</b>	<b>18.5% / 1.40x</b>

**Past performance is not necessarily indicative of future results.** Projections and forward-looking statements regarding estimated investment outcomes are based on assumptions that we believe are reasonable at this time. However, actual results may vary materially from stated expectations, and we make no guarantees of the future performance of the Fund. Returns may increase or decrease as a result of currency fluctuations. **Please also refer to the Endnotes contained in the Appendix.**



# Ares Private Equity Secondaries Update



# Private Equity Secondaries Team Overview

» We believe we have a leading team of experienced secondaries private equity investment professionals

Investment Committee					
<b>Nate Walton</b> Head of Private Equity Secondaries 22 Years	<b>Chad Alfeld</b> Partner 27 Years	<b>Francisco Borges</b> Chairman of Ares Secondaries 37 Years	<b>Sebastien Burdel<sup>1</sup></b> Partner 22 Years	<b>Joel Holsinger</b> Partner, Co-Head of Alternative Credit 25 Years	<b>Scott Humber</b> Partner 27 Years
<b>Edward Keith</b> Head of Infrastructure Secondaries 14 Years	<b>Barry Miller</b> Partner 25 Years	<b>Kathryn Regan</b> Partner 24 Years	<b>Luca Salvato<sup>1</sup></b> Partner 23 Years	<b>Dave Schwartz</b> Head of Credit Secondaries 23 Years	<b>Michael Smith</b> Partner, Co-Head of Ares Credit Group 28 Years

Investment Team <sup>1</sup>				Portfolio Mgmt & Capital Mkts		Investor Relations, Legal & Strategy	
<b>David Herbers</b> Managing Director	<b>Joel Kress</b> Managing Director	<b>Clement Beaudin</b> Principal	<b>Colin Cahill</b> Vice President	<b>Linda Rowland</b> Managing Director	<b>Sean Silva</b> Managing Director	<b>Andrea Fernandez</b> Partner	<b>Matthew Jill</b> Partner, General Counsel
<b>Hector Gonzalez</b> Vice President	<b>Connor Neumann</b> Vice President	<b>Evan O'Keeffe</b> Vice President	<b>Amrit Singh</b> Vice President	<b>Michael Durnin</b> Principal	<b>Stanley Likver<sup>2</sup></b> Principal	<b>Christina Oh</b> Partner, CFO	<b>Tina St. Pierre</b> Partner, COO
<b>Briana Krackow</b> Senior Associate	<b>Mikos Legrand</b> Senior Associate	<b>William Maltz</b> Senior Associate	<b>Hamza Memon</b> Senior Associate	<b>Denys Burnis</b> Vice President	<b>Nick Karp</b> Senior Associate	<b>Veronica Mayer</b> Managing Director	<b>Geoff Mullen</b> Managing Director
<b>Eric Oh</b> Senior Associate	<b>Keileh Atulomah</b> Associate	<b>Joel Halpern</b> Associate	<b>William Higgs</b> Associate	<b>Nick Keywork</b> Senior Associate	<b>John Fazzini</b> Associate	<b>Rebecca Wu</b> Managing Director	<b>Jason Wuenscher</b> Principal
<b>Vincent Iyoriobhe</b> Associate	<b>Kyra O'Brien</b> Associate	<b>Kangkang Yang</b> Associate	<b>Lorenzo Marini</b> Analyst	<b>Nick Keywork</b> Senior Associate	<b>John Fazzini</b> Associate	<b>Stephanie Yoshida</b> Principal	<b>Andrew Flippo</b> Vice President
<b>Sank Panigrahi</b> Analyst	<b>Jina Shi</b> Analyst			<b>Eduardo Ramos</b> Associate		<b>Miguel Soto</b> Vice President	<b>Victoria McDonnell</b> Senior Associate
						<b>Taylor Foster</b> Associate	<b>Ashli Terrigino</b> Associate



As of May 2023.

1. Sebastien Burdel, Luca Salvato, Clement Beaudin and Investment Professionals Senior Associate and below are allocating their time between PE and Credit Secondaries.
2. Principal in the Ares Finance and Accounting Group.

# Strong Cycle-Tested Track Record Over 30+ Years

» A pioneer in private equity GP solutions with a deep track record of delivering attractive risk-adjusted returns across a broad number of secondary solutions

## Total Private Equity Secondary Funds



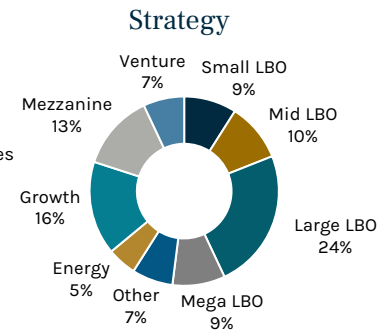
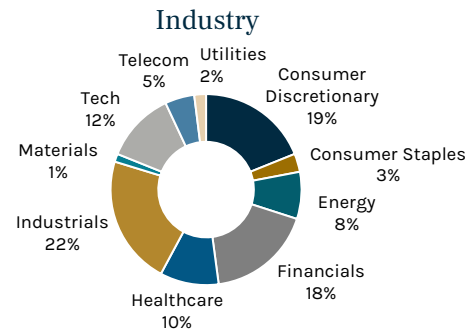
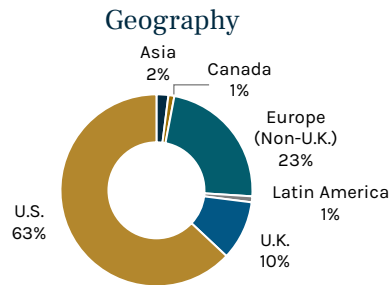
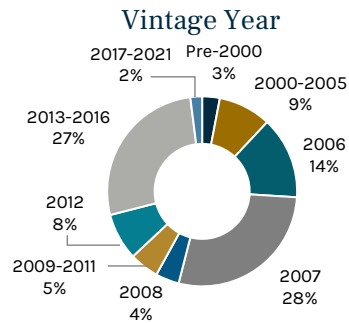
(\$, Billions)	Vintage Year	Total Commitments <sup>1</sup>	Contributed Capital <sup>2</sup>	Gross Distributions <sup>3</sup>	Residual Value <sup>4</sup>	Total Value <sup>5</sup>	Net IRR <sup>6</sup>	Net DPI <sup>7</sup>	Net TVPI <sup>8</sup>
LEP XVII	2020	1.2	0.1	0.0	0.1	0.1	NMF <sup>9</sup>	NMF <sup>9</sup>	NMF <sup>9</sup>
LEP XVI	2017	4.9	3.2	2.2	2.8	5.1	22.9% <sup>10</sup>	0.60x	1.43x
LEP XV	2013	3.3	2.7	3.4	0.8	4.2	12.4%	1.14x	1.42x
Landmark Prior Funds <sup>11</sup>	1990 – 2008	6.6	6.4	9.7	0.2	9.9	17.1%	1.40x	1.42x
<b>Total<sup>12</sup></b>		<b>16.0</b>	<b>12.4</b>	<b>15.3</b>	<b>3.9</b>	<b>19.3</b>	<b>17.0%</b>	<b>1.13x</b>	<b>1.42x</b>

- LEP XVI total gross distributions as of March 31, 2023 were \$2.3 billion, resulting in a Net DPI of 0.58x
- LEP XV total gross distributions as of March 31, 2023 were \$3.4 billion, resulting in a Net DPI of 1.15x

As of December 31, 2022 unless otherwise specified (including in Endnotes). Performance results are unaudited. Certain funds of the vintage 1990-1995 were co-managed by Landmark Partners and a third-party advisory firm. The performance of each fund is presented together with such fund's affiliated parallel funds or accounts on a combined basis, given that their investments are substantially the same. **Past performance is not necessarily indicative of future results, nor does it ensure that investors will not incur a loss with respect to their investment.** Includes realized and unrealized investments and no assurance can be made that unrealized values will be realized as indicated. There is no assurance that distributions will continue at these levels or at all. Returns may increase or decrease as a result of currency fluctuations. **Please also refer to the Endnotes contained in the Appendix.**

# Landmark Equity Partners XV

Key Portfolio Statistics		Fund Attributes at Acquisition	
<b>December 2014</b> Final Closing	<b>\$3.3bn</b> Committed Capital	<b>60</b> Transactions	<b>183</b> Fund Interests
<b>\$3.5bn</b> Invested / Committed <sup>1</sup>	<b>\$2.7bn</b> Contributed Equity	<b>110</b> Sponsors	<b>1,800+</b> Underlying Portfolio Companies
<b>\$3.1bn</b> Distributions to Partners <sup>2</sup>	<b>115.2%</b> % of Contributed Equity	<b>7.0</b> Avg. Age at Acquisition (years)	<b>3,110</b> Liquidity Events Since Inception
<b>\$818.0mm</b> Net Asset Value <sup>3</sup>	<b>12.4% / 1.42x</b> Net IRR <sup>4, 5</sup> / Net TVPI <sup>4, 6</sup>	<b>97</b> IPOS Since Inception	<b>10% / 90%</b> Public / Private investments



Data is as of December 31, 2022 unless otherwise noted. Pie charts illustrate fund diversification at acquisition. Past diversification may not be indicative of the degree of future diversification. Diversification does not assure profit or protect against market loss. The performance of each fund is presented together with such fund's affiliated parallel funds or accounts on a combined basis, given that their investments are substantially the same. **Past performance is not necessarily indicative of future results, nor does it ensure that investors will not incur a loss with respect to their investment.** Includes realized and unrealized investments and no assurance can be made that unrealized values will be realized as indicated. Returns may increase or decrease as a result of currency fluctuations. **Please also refer to the Endnotes contained in the Appendix.**

# Account Overview as of 12/31/2022

» MWRA Employees' Retirement System

	LEP XV
Commitment	\$3,000,000
Contributed Capital	\$2,408,209
<i>% of Capital Drawn</i>	80.3%
Distributions Received	\$2,774,777
<i>% of Contributed Capital</i>	115.2%
<b>Estimated Partner's Capital</b>	<b>\$638,013</b>
Subsequent Contributions	\$0
Subsequent Distributions	\$4,947
<b>9/30/2022 Residual Value Net IRR / TVPI</b>	<b>12.10% / 1.42x</b>

**Past performance is not necessarily indicative of future results.** Projections and forward-looking statements regarding estimated investment outcomes are based on assumptions that we believe are reasonable at this time. However, actual results may vary materially from stated expectations, and we make no guarantees of the future performance of the Fund. Returns may increase or decrease as a result of currency fluctuations. **Please also refer to the Endnotes contained in the Appendix.**



# Appendix

# Performance

» Real Estate Secondary Funds Inception through December 31, 2022

(Millions)	Vintage Year	Committed Capital <sup>1</sup>	Contributed Capital <sup>2</sup>	Gross Distributions <sup>3</sup>	Residual Value <sup>4</sup>	Total Value <sup>5</sup>	Gross IRR <sup>6</sup>	Net IRR <sup>6</sup>	Net TVPI <sup>7</sup>
Landmark Real Estate Fund I <sup>8</sup>	1996	\$210.0	\$210.0	\$489.8	\$0.0	\$489.8	52.3%	44.9%	2.12x
Landmark Real Estate Fund II <sup>8</sup>	1997	334.8	334.8	532.9	0.0	532.9	20.0%	16.6%	1.48x
Landmark Real Estate Fund IV	2001	119.1	106.1	184.4	0.0	184.4	23.9%	19.4%	1.60x
Landmark Real Estate Fund V	2005	368.1	312.0	249.9	0.6	250.5	-3.9%	-4.8%	0.75x
Landmark Real Estate Fund VI	2010	717.7	629.6	1,038.3	3.1	1,041.4	23.5%	17.9%	1.50x
Landmark Real Estate Fund VII	2014	1,616.2	1,491.7	1,584.6	281.7	1,866.3	9.3%	6.1%	1.17x
Landmark Real Estate Fund VIII	2017	3,333.3	2,203.8	1,535.3	1,868.1	3,403.4	26.4%	18.5%	1.40x
<b>Landmark Secondary Real Estate Funds</b>		<b>\$6,699.2</b>	<b>\$5,288.0</b>	<b>\$5,615.2</b>	<b>\$2,153.5</b>	<b>\$7,768.7</b>	<b>33.2%</b>	<b>25.1%</b>	<b>1.35x</b>

All data as of December 31, 2022, unless otherwise specified (including in Endnotes). Performance results are unaudited. **Past performance is not necessarily indicative of future results, nor does it ensure that investors will not incur a loss with respect to their investment.** Includes realized and unrealized investments and no assurance can be made that unrealized values will be realized as indicated. Ares Secondaries / Landmark has historically used a modest level of leverage as evidenced by its most recent vintage funds. RE fund managers have progressively relied on fund level tools, such as subscription lines of credit, making relative performance comparisons of fund managers challenging. Returns may increase or decrease as a result of currency fluctuations. **Please also refer to the Endnotes contained in the Appendix.**

# Performance

## » Private Equity Secondary Funds Inception through December 31, 2022

(Millions)	Vintage Year	Committed Capital <sup>1</sup>	Contributed Capital <sup>2</sup>	Gross Distributions <sup>3</sup>	Residual Value <sup>4</sup>	Total Value <sup>5</sup>	Net IRR <sup>6</sup>	Net TVPI <sup>7</sup>
Landmark Venture Partners <sup>8</sup>	1990	\$47.3	\$47.3	\$137.2	\$0.0	\$137.2	28.7%	2.64x
Landmark Equity Partners II	1992	97.8	97.8	218.6	0.0	218.6	34.8%	2.08x
Landmark Direct Equities	1992	6.3	6.3	9.4	0.0	9.4	52.6%	1.39x
Landmark Equity Partners III <sup>8</sup>	1993	281.5	281.5	881.3	0.0	881.3	33.6%	2.82x
Landmark Equity Partners IV	1994	217.1	211.1	346.7	0.0	346.7	16.6%	1.51x
Landmark Mezzanine Partners	1995	61.0	60.5	118.4	0.0	118.4	29.7%	1.81x
Landmark Equity Partners V	1995	297.6	294.1	386.2	0.0	386.2	8.2%	1.23x
Landmark Secondary Partners	1998	228.7	226.9	320.1	0.0	320.1	5.4%	1.33x
Landmark Secondary Partners IX	1999	357.5	343.5	319.6	0.0	319.6	-3.1%	0.86x
Landmark Equity Partners X	2000	583.1	554.2	711.8	0.0	711.8	4.1%	1.20x
Landmark Equity Partners XI	2002	626.0	594.4	1,000.0	0.0	1,000.0	22.5%	1.54x
Landmark Equity Partners XII	2004	427.3	404.8	706.8	0.0	706.8	24.9%	1.59x
Landmark Equity Partners XIII	2006	1,194.5	1,147.8	1,623.9	0.6	1,624.5	5.4%	1.32x
Landmark Equity Partners XIII-A	2007	156.4	156.4	184.5	1.1	184.6	4.9%	1.13x
Landmark Equity Partners XIV	2008	1,997.2	1,944.6	2,722.9	169.5	2,892.4	9.3%	1.35x
Landmark Equity Partners XV <sup>8</sup>	2013	3,282.8	2,657.6	3,368.5	838.6	4,207.1	12.4%	1.42x
Landmark Equity Partners XVI <sup>8</sup>	2017	4,945.3	3,235.2	2,246.8	2,831.9	5,078.7	22.9% <sup>9</sup>	1.43x
Landmark Equity Partners XVII	2020	1,169.7	93.7	25.7	70.3	96.0	NMF <sup>10</sup>	NMF <sup>10</sup>
<b>Landmark Secondary Private Equity Funds<sup>11</sup></b>		<b>\$15,977.1</b>	<b>\$12,357.7</b>	<b>\$15,328.4</b>	<b>\$3,911.0</b>	<b>\$19,239.4</b>	<b>17.0%</b>	<b>1.42x</b>

All data as of December 31, 2022 unless otherwise specified (including in Endnotes). Performance results are unaudited. **Past performance is not necessarily indicative of future results, nor does it ensure that investors will not incur a loss with respect to their investment.** Includes realized and unrealized investments and no assurance can be made that unrealized values will be realized as indicated. Returns may increase or decrease as a result of currency fluctuations. **Please also refer to the Endnotes contained in the Appendix.**

# Endnotes

## » Notes to page 15 - Strong Cycle-Tested Track Record Over 25+ Years

The results set forth in the performance table are unaudited. The performance of each fund is presented together with such fund's affiliated parallel funds or accounts on a combined basis, given that their investments are substantially the same. **Past performance is not necessarily indicative of future results, nor does it ensure that investors will not incur a loss with respect to their investment.** Includes realized and unrealized investments and no assurance can be made that unrealized values will be realized as indicated. While Ares Secondaries' returns of unrealized or partially realized investments are based on assumptions that Ares Secondaries believes are reasonable under the circumstances, the actual realized returns on Ares Secondaries' unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions and other similar considerations. Returns may increase or decrease as a result of currency fluctuations.

1. Committed Capital represents the total fund size less released commitments as applicable.
2. Contributed Capita represents equity capital contributed to the funds.
3. Gross Distributions represents distributions made to the partners from the funds, including carried interest and investment management fees as applicable.
4. Residual Value is defined as the reported value of the underlying investments, generally provided by the underlying fund managers as of the table date and other balance sheet items held by the partnerships as of such date.
5. Total Value represents Gross Distributions, defined as distributions made to the partners from the funds, including carried interest and investment management fees as applicable, plus remaining Residual Value, which is defined as the reported value of the underlying investments, generally provided by the underlying fund managers as of the table date and other balance sheet items held by the partnerships as of such date.
6. Gross IRR / Net IRR: The Gross IRR which represents an effective annualized internal rate of return is calculated using the contributions made by the partners; Gross Distributions of the fund and the Residual Value as of quarter end. The Net IRR which represents an effective annualized internal rate of return is calculated using the contributions made by the limited partners; the distributions made to the limited partners; and the limited partners' share of the Residual Value as of quarter end. The cash flow dates used in the IRR calculations are based on the actual dates of the cash flows. Funds prior to Landmark Real Estate Fund V use daily cash flows after 2010 and monthly cash flows before 2011. The Net IRR is after all investment advisory fees, carried interest, taxes (but does not include taxes or withholdings incurred by investors directly) and other expenses. Ares Secondaries' / Landmark's funds have used and may continue to utilize short term credit facilities for general cash management purposes, as well as modest long-term credit facilities as permitted by the respective fund's governing documentation. The IRRs would have likely been lower had the applicable fund called capital from its partners instead of utilizing the credit facility. Current and future Ares Secondaries / Landmark funds may also utilize a credit facility in their portfolio.
7. Net TVPI is calculated using the contributions made by the limited partners, the distributions made to the limited partners, and the limited partners' share of the Residual Value as of quarter end. The Net TVPI is after all investment advisory fees, carried interest, taxes (but does not include taxes or withholdings incurred by investors directly) and other expenses.
8. Includes the following funds: Landmark Real Estate Fund I, Landmark Real Estate Fund II Landmark Real Estate Fund IV and Real Estate Fund V. Landmark Real Estate Fund I and Landmark Real Estate Fund II are also known as Landmark Equity Fund VI and Landmark Equity Fund VII, respectively. Landmark Real Estate Fund III was formed with \$21.3 million of equity to acquire direct interests in value-added real estate investments and was not involved in making secondary investments.



# Endnotes

## » Notes to page 16 - Landmark Real Estate Fund VI

Data is as of December 31, 2022 unless otherwise noted. Pie charts illustrate fund diversification at acquisition. Past diversification may not be indicative of the degree of future diversification. Diversification does not assure profit or protect against market loss. The performance of each fund is presented together with such fund's affiliated parallel funds or accounts on a combined basis, given that their investments are substantially the same. **Past performance is not necessarily indicative of future results, nor does it ensure that investors will not incur a loss with respect to their investment.** Includes realized and unrealized investments and no assurance can be made that unrealized values will be realized as indicated. Returns may increase or decrease as a result of currency fluctuations.

1. Distributions made to the partners from the fund, including carried interest if applicable.
2. The Net Asset Value is based upon valuations as most recently received from the underlying general partners (generally as of September 30, 2022) adjusted for contributions made and distributions received through December 31, 2022, as well as other balance sheet items of the Ares Secondaries / Landmark fund as of December 31, 2022.
3. As of December 31, 2022.
4. The Net IRR which represents an effective annualized internal rate of return is calculated using the contributions made by the limited partners; the distributions made to the limited partners; and the limited partners' share of the residual value as of quarter end. The cash flow dates used in the IRR calculations are based on the actual dates of the cash flows. The Net IRR is after all investment advisory fees, carried interest, taxes (but does not include taxes or withholdings incurred by investors directly) and other expenses. Ares Secondaries' / Landmark's funds have used and may continue to utilize short term credit facilities for general cash management purposes, as well as modest long-term credit facilities as permitted by the respective fund's governing documentation. The IRR would have likely been lower had the applicable fund called capital from its partners instead of utilizing the credit facility. The most recent funds may also utilize a credit facility in their portfolio.
5. The Net TVPI is calculated using the contributions made by the limited partners, the distributions made to the limited partners, and the limited partners' share of the Residual Value as of quarter end. The Net TVPI is net of all investment advisory fees, carried interest, taxes (but does not include taxes or withholdings incurred by investors directly) and other expenses.

# Endnotes

## » Notes to page 17 - Landmark Real Estate Fund VIII

Data is as of December 31, 2022 unless otherwise noted. Pie charts illustrate fund diversification at acquisition. Past diversification may not be indicative of the degree of future diversification. Diversification does not assure profit or protect against market loss. The performance of each fund is presented together with such fund's affiliated parallel funds or accounts on a combined basis, given that their investments are substantially the same. **Past performance is not necessarily indicative of future results, nor does it ensure that investors will not incur a loss with respect to their investment.** Includes realized and unrealized investments and no assurance can be made that unrealized values will be realized as indicated. Returns may increase or decrease as a result of currency fluctuations.

1. Distributions made to the partners from the fund, including carried interest if applicable.
2. The Net Asset Value is based upon valuations as most recently received from the underlying general partners (generally as of September 30, 2022) adjusted for contributions made and distributions received through December 31, 2022, as well as other balance sheet items of the Ares Secondaries / Landmark fund as of December 31, 2022.
3. As of December 31, 2022.
4. The Net IRR which represents an effective annualized internal rate of return is calculated using the contributions made by the limited partners; the distributions made to the limited partners; and the limited partners' share of the residual value as of quarter end. The cash flow dates used in the IRR calculations are based on the actual dates of the cash flows. The Net IRR is after all investment advisory fees, carried interest, taxes (but does not include taxes or withholdings incurred by investors directly) and other expenses. Ares Secondaries' / Landmark's funds have used and may continue to utilize short term credit facilities for general cash management purposes, as well as modest long-term credit facilities as permitted by the respective fund's governing documentation. The IRR would have likely been lower had the applicable fund called capital from its partners instead of utilizing the credit facility. The most recent funds may also utilize a credit facility in their portfolio.
5. The Net TVPI is calculated using the contributions made by the limited partners, the distributions made to the limited partners, and the limited partners' share of the Residual Value as of quarter end. The Net TVPI is net of all investment advisory fees, carried interest, taxes (but does not include taxes or withholdings incurred by investors directly) and other expenses.

# Endnotes

## » Notes to page 18 – LREP VI and LREP VIII Account Overview

### Definitions:

**Commitment:** Limited Partners total commitment size less released commitments as applicable

**Contributed Capital:** Capital contributed by the Limited Partner to the fund(s)

**Distributions Received:** Distributions received by the Limited Partner from the fund(s)

**Partner's Capital:** Limited Partners share of the Total Partners' Capital as reported in the audited financial statement as of 12/31/2022

**Subsequent Contributions:** Capital contributed by the Limited Partner to the fund(s) after the capital account statement date

**Subsequent Distributions:** Distributions received by the Limited Partner from the fund(s) after the capital account statement date

### Residual Value Net IRR / TVPI:

**Net IRR:** The Residual Value Net IRR represents an effective annualized internal rate of return and incorporates daily cash flows including the contributions made by the individual investor; the distributions made to the individual investor; and the individual investor's estimated share of the Residual Value as of quarter end. The Net IRR is after all investment advisory fees, carried interest, taxes (but does not include taxes or withholdings incurred by investors directly) and other expenses. Landmark's funds have used and may continue to utilize short term credit facilities for general cash management purposes, as well as modest long-term credit facilities as permitted by the respective fund's governing documentation. The IRRs would have likely been lower had the applicable fund called capital from its partners instead of utilizing the credit facility.

**Net TVPI:** The Residual Value Net TVPI is calculated using the contributions made by the individual investor, the distributions made to the individual investor, and the individual investor's estimated share of the Residual Value as of quarter end. The Net TVPI is after all investment advisory fees, carried interest, taxes (but does not include taxes or withholdings incurred by investors directly) and other expenses.

The Residual Value used in the Residual Value Net IRR and TVPI represents an estimate of the individual investor's share of Residual Value, including the reported value generally provided by the underlying fund managers as of the calculation date and other balance sheet items held by the fund as of such date. An investor's ultimate share of a fund's Residual Value may deviate from this estimate.

The Residual Value Net IRR and TVPI are unaudited. **Past performance is not necessarily indicative of future results, nor does it ensure that investors will not incur a loss with respect to their investment.** Includes realized and unrealized investments and no assurance can be made that unrealized values will be realized as indicated.

Returns may increase or decrease as a result of currency fluctuations.

# Endnotes

## » Notes to page 21 - Strong Cycle-Tested Track Record Over 30+ Years

The results set forth in the performance table are unaudited. Certain funds of the vintage 1990-1995 were co-managed by Landmark Partners and a third-party advisory firm. The performance of each fund is presented together with such fund's affiliated parallel funds or accounts on a combined basis, given that their investments are substantially the same. **Past performance is not necessarily indicative of future results, nor does it ensure that investors will not incur a loss with respect to their investment.** Includes realized and unrealized investments and no assurance can be made that unrealized values will be realized as indicated. While Ares Secondaries' / Landmark's reported returns of unrealized or partially realized investments are based on assumptions that Ares Secondaries / Landmark believes are reasonable under the circumstances, the actual realized returns on Ares Secondaries' / Landmark's unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions and other similar considerations. Returns may increase or decrease as a result of currency fluctuations.

1. Committed Capital represents total fund size less released commitments as applicable.
2. Contributed Capital represents equity capital contributed to the funds.
3. Gross Distributions represents distributions made to the partners from the funds, including carried interest and investment management fees as applicable.
4. Residual Value is defined as the reported value of the underlying investments, generally provided by the underlying fund managers as of the table date and other balance sheet items held by the partnerships as of such date.
5. Total Value represents Gross Distributions, defined as distributions made to the partners from the funds, including carried interest and investment management fees as applicable, plus remaining Residual Value, which is defined as the reported value of the underlying investments, generally provided by the underlying fund managers as of the table date and other balance sheet items held by the partnerships as of such date.
6. Net IRR represents an effective annualized internal rate of return is calculated using the contributions made by the limited partners; the distributions made to the limited partners; and the limited partners' share of the Residual Value as of quarter end. The cash flow dates used in the IRR calculations are based on the actual dates of the cash flows. Funds prior to Landmark Equity Partners XI use daily cash flows after 2010 and monthly cash flows before 2011. The Net IRR is after all investment advisory fees, carried interest, taxes (but does not include taxes or withholdings incurred by investors directly) and other expenses. Ares Secondaries' / Landmark's funds have used and may continue to utilize short term credit facilities for general cash management purposes, as well as modest long-term credit facilities as permitted by the respective fund's governing documentation. The IRRs would have likely been lower had the applicable fund called capital from its partners instead of utilizing the credit facility. Current and future Ares Secondaries / Landmark funds may also utilize a credit facility in their portfolio.
7. Net DPI is calculated using the contributions made by the limited partners and the distributions made to the limited partners. The Net DPI is after all investment advisory fees, carried interest, taxes (but does not include taxes or withholdings incurred by investors directly) and other expenses.
8. Net TVPI is calculated using the contributions made by the limited partners, the distributions made to the limited partners, and the limited partners' share of the Residual Value as of quarter end. The Net TVPI is net of all investment advisory fees, carried interest, taxes (but does not include taxes or withholdings incurred by investors directly) and other expenses.
9. Fund performance metrics marked as "NMF" are not considered meaningful due to the limited time since the initial investment and/or early stage of capital deployment and are expected to change significantly over the life of the fund.
10. The Net IRR for Landmark Equity Partners XVI exceeds 20% through the applicable time period. Ares Secondaries / Landmark expects this metric to diminish significantly over the life of the fund.
11. Includes the following Landmark funds: Landmark Venture Partners, Landmark Equity Partners II, Landmark Direct Equities, Landmark Equity Partners III, Landmark Equity Partners IV, Landmark Mezzanine Partners, Landmark Equity Partners V, Landmark Secondary Partners, Landmark Secondary Partners IX, Landmark Equity Partners X, Landmark Equity Partners XI, Landmark Equity Partners XII, Landmark Equity Partners XIII/XIII-A, and Landmark Equity Partners XIV. The strategy of each of these funds is to acquire interests in private equity investments through secondary market transactions.
12. Fund performance metrics exclude cash flow and values associated with Landmark Equity Partners XVII which did not draw substantial capital until December 2022

# Endnotes

## » Notes to page 22 - Landmark Equity Partners XV

Data is as of December 31, 2022 unless otherwise noted. Pie charts illustrate fund diversification at acquisition. Past diversification may not be indicative of the degree of future diversification. Diversification does not assure profit or protect against market loss. The performance of each fund is presented together with such fund's affiliated parallel funds or accounts on a combined basis, given that their investments are substantially the same. **Past performance is not necessarily indicative of future results, nor does it ensure that investors will not incur a loss with respect to their investment.** Includes realized and unrealized investments and no assurance can be made that unrealized values will be realized as indicated. Returns may increase or decrease as a result of currency fluctuations.

1. Invested/Committed Capital includes transactions completed and under contract.
2. Distributions made to the partners from the fund, including carried interest if applicable.
3. The Net Asset Value is based upon valuations as most recently received from the underlying general partners (generally as of September 30, 2022) adjusted for contributions made and distributions received through December 31, 2022, as well as other balance sheet items of the Ares Secondaries / Landmark fund as of December 31, 2022.
4. The Net IRR which represents an effective annualized internal rate of return is calculated using the contributions made by the limited partners; the distributions made to the limited partners; and the limited partners' share of the residual value as of quarter end. The cash flow dates used in the IRR calculations are based on the actual dates of the cash flows. Funds prior to Landmark Equity Partners XI use daily cash flows after 2010 and monthly cash flows before 2011. The Net IRR is after all investment advisory fees, carried interest, taxes (but does not include taxes or withholdings incurred by investors directly) and other expenses. Ares Secondaries' / Landmark's funds have used and may continue to utilize short term credit facilities for general cash management purposes, as well as modest long-term credit facilities as permitted by the respective fund's governing documentation. The IRRs would have likely been lower had the applicable fund called capital from its partners instead of utilizing the credit facility. Current and future Ares Secondaries / Landmark funds may also utilize a credit facility in their portfolios.
5. As of December 31, 2022.
6. The Net TVPI is calculated using the contributions made by the limited partners, the distributions made to the limited partners, and the limited partners' share of the Residual Value as of quarter end. The Net TVPI is net of all investment advisory fees, carried interest, taxes (but does not include taxes or withholdings incurred by investors directly) and other expenses.

# Endnotes

## » Notes to page 23 – LEP XV Account Overview

### Definitions:

**Commitment:** Limited Partners total commitment size less released commitments as applicable

**Contributed Capital:** Capital contributed by the Limited Partner to the fund(s)

**Distributions Received:** Distributions received by the Limited Partner from the fund(s)

**Partner's Capital:** Limited Partners share of the Total Partners' Capital as reported in the estimated partners' capital account statement as of 12/31/2022. These estimated partners' capital balances are based upon information which is currently available and may differ significantly from final December 31, 2022, audited balances. The balances are based upon valuations as most recently received from the underlying general partners (generally as of September 30, 2022) adjusted for contributions and distributions received through December 31, 2022, and operating activity of the partnership. Final partners' capital balances will be included in the audited December 31, 2022 financial statements, which will be available no later than June 29, 2023.

**Subsequent Contributions:** Capital contributed by the Limited Partner to the fund(s) after the capital account statement date

**Subsequent Distributions:** Distributions received by the Limited Partner from the fund(s) after the capital account statement date

### Residual Value Net IRR / TVPI:

**Net IRR:** The Residual Value Net IRR represents an effective annualized internal rate of return and incorporates daily cash flows including the contributions made by the individual investor; the distributions made to the individual investor; and the individual investor's estimated share of the Residual Value as of quarter end. The Net IRR is after all investment advisory fees, carried interest, taxes (but does not include taxes or withholdings incurred by investors directly) and other expenses. Landmark's funds have used and may continue to utilize short term credit facilities for general cash management purposes, as well as modest long-term credit facilities as permitted by the respective fund's governing documentation. The IRRs would have likely been lower had the applicable fund called capital from its partners instead of utilizing the credit facility.

**Net TVPI:** The Residual Value Net TVPI is calculated using the contributions made by the individual investor, the distributions made to the individual investor, and the individual investor's estimated share of the Residual Value as of quarter end. The Net TVPI is after all investment advisory fees, carried interest, taxes (but does not include taxes or withholdings incurred by investors directly) and other expenses.

The Residual Value used in the Residual Value Net IRR and TVPI represents an estimate of the individual investor's share of Residual Value, including the reported value generally provided by the underlying fund managers as of the calculation date and other balance sheet items held by the fund as of such date. An investor's ultimate share of a fund's Residual Value may deviate from this estimate.

The Residual Value Net IRR and TVPI are unaudited. **Past performance is not necessarily indicative of future results, nor does it ensure that investors will not incur a loss with respect to their investment.** Includes realized and unrealized investments and no assurance can be made that unrealized values will be realized as indicated.

Returns may increase or decrease as a result of currency fluctuations.

# Endnotes

## » Notes to page 25 - Real Estate Secondary Funds Inception through December 31, 2022

The results set forth in the performance table are unaudited. The performance of each fund is presented together with such fund's affiliated parallel funds or accounts on a combined basis, given that their investments are substantially the same. **Past performance is not necessarily indicative of future results, nor does it ensure that investors will not incur a loss with respect to their investment.** Includes realized and unrealized investments and no assurance can be made that unrealized values will be realized as indicated. While Ares Secondaries' / Landmark's reported returns of unrealized or partially realized investments are based on assumptions that Ares Secondaries / Landmark believes are reasonable under the circumstances, the actual realized returns on Ares Secondaries' / Landmark's unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions and other similar considerations. Ares Secondaries / Landmark does not count Landmark Real Estate Fund III ("LREF III") as one of Ares Secondaries Real Estate Funds, as LREF III was formed to acquire direct interests in value-added real estate investments and was not involved in making secondary investments. Returns may increase or decrease as a result of currency fluctuations.

1. Committed Capital represents the total fund size less released commitments as applicable.
2. Contributed Capital represents equity capital contributed to the funds.
3. Gross Distributions represents distributions made to the partners from the funds, including carried interest and investment management fees as applicable.
4. Residual Value is defined as the reported value of the underlying investments, generally provided by the underlying fund managers as of the table date and other balance sheet items held by the partnerships as of such date.
5. Total Value represents Gross Distributions, defined as distributions made to the partners from the funds, including carried interest and investment management fees as applicable, plus remaining Residual Value, which is defined as the reported value of the underlying investments, generally provided by the underlying fund managers as of the table date and other balance sheet items held by the partnerships as of such date.
6. Gross IRR / Net IRR: The Gross IRR which represents an effective annualized internal rate of return is calculated using the contributions made by the partners; Gross Distributions of the fund and the Residual Value as of quarter end. The Net IRR which represents an effective annualized internal rate of return is calculated using the contributions made by the limited partners; the distributions made to the limited partners; and the limited partners' share of the Residual Value as of quarter end. The cash flow dates used in the IRR calculations are based on the actual dates of the cash flows. Funds prior to Landmark Real Estate Fund V use daily cash flows after 2010 and monthly cash flows before 2010. The Net IRR is after all investment advisory fees, carried interest, taxes (but does not include taxes or withholdings incurred by investors directly) and other expenses. Ares Secondaries' / Landmark's funds have used and may continue to utilize short term credit facilities for general cash management purposes, as well as modest long-term credit facilities as permitted by the respective fund's governing documentation. The IRRs would have likely been lower had the applicable fund called capital from its partners instead of utilizing the credit facility. Current and future Ares Secondaries / Landmark funds may also utilize a credit facility in their portfolio.
7. Net TVPI is calculated using the contributions made by the limited partners, the distributions made to the limited partners, and the limited partners' share of the Residual Value as of quarter end. The Net TVPI is after all investment advisory fees, carried interest, taxes (but does not include taxes or withholdings incurred by investors directly) and other expenses.
8. Landmark Real Estate Fund I and Landmark Real Estate Fund II are also known as Landmark Equity Fund VI and Landmark Equity Fund VII, respectively.

# Endnotes

## » Notes to page 26 - Private Equity Secondary Funds Inception through December 31, 2022

The results set forth in the performance table are unaudited. Certain funds of the vintage 1990-1995 were co-managed by Landmark Partners and a third-party advisory firm. The performance of each fund is presented together with such fund's affiliated parallel funds or accounts on a combined basis, given that their investments are substantially the same. **Past performance is not necessarily indicative of future results, nor does it ensure that investors will not incur a loss with respect to their investment.** Includes realized and unrealized investments and no assurance can be made that unrealized values will be realized as indicated. While Ares Secondaries' / Landmark's reported returns of unrealized or partially realized investments are based on assumptions that Ares Secondaries' / Landmark believes are reasonable under the circumstances, the actual realized returns on Ares Secondaries' / Landmark's unrealized investments will depend on, among other factors, future operating results, the value of the assets and market conditions and other similar considerations. Returns may increase or decrease as a result of currency fluctuations.

1. Committed Capital represents the total fund size less released commitments as applicable.
2. Contributed Capital represents equity capital contributed to the funds.
3. Gross Distributions represents the distributions made to the partners from the funds, including carried interest and investment management fees as applicable.
4. Residual Value is defined as the reported value of the underlying investments, generally provided by the underlying fund managers as of the table date and other balance sheet items held by the partnerships as of such date.
5. Total Value represents Gross Distributions, defined as distributions made to the partners from the funds, including carried interest and investment management fees as applicable, plus remaining Residual Value, which is defined as the reported value of the underlying investments, generally provided by the underlying fund managers as of the table date and other balance sheet items held by the partnerships as of such date.
6. Net IRR represents an effective annualized internal rate of return is calculated using the contributions made by the limited partners; the distributions made to the limited partners; and the limited partners' share of the Residual Value as of quarter end. The cash flow dates used in the IRR calculations are based on the actual dates of the cash flows. Funds prior to Landmark Equity Partners XI use daily cash flows after 2010 and monthly cash flows before 2011. The Net IRR is after all investment advisory fees, carried interest, taxes (but does not include taxes or withholdings incurred by investors directly) and other expenses. Ares Secondaries' / Landmark's funds have used and may continue to utilize short term credit facilities for general cash management purposes, as well as modest long-term credit facilities as permitted by the respective fund's governing documentation. The IRRs would have likely been lower had the applicable fund called capital from its partners instead of utilizing the credit facility. Current and future Ares Secondaries' / Landmark funds may also utilize a credit facility in their portfolio.
7. Net TVPI is calculated using the contributions made by the limited partners, the distributions made to the limited partners, and the limited partners' share of the Residual Value as of quarter end. The Net TVPI is net of all investment advisory fees, carried interest, taxes (but does not include taxes or withholdings incurred by investors directly) and other expenses.
8. LVP and LEP III used seller financing in the amounts of \$45.0M and \$111.6M, respectively. LEP XV has a 10% long term leverage cap. LEP XVI has a 20% long term leverage cap.
9. The Net IRR for Landmark Equity Partners XVI exceeds 20% through the applicable time period. Ares Secondaries' / Landmark expects this metric to diminish significantly over the life of the fund.
10. Fund performance metrics marked as "NMF" are not considered meaningful due to the limited time since the initial investment and/or early stage of capital deployment and are expected to change significantly over the life of the fund.
11. Fund performance metrics exclude cash flow and values associated with Landmark Equity Partners XVII which did not draw substantial capital until December 2022.







The information in this document is intended for general circulation without taking into account the specific investment objectives, financial situation or particular needs of any particular investor. An investor may wish to seek advice from a financial adviser regarding the suitability of the Fund, taking into account the specific investment objectives, financial situation or particular needs of any person in receipt of the recommendation, before making a commitment to purchase shares / units in the Fund. This advertisement has not been reviewed by the Monetary Authority of Singapore.

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This questionnaire (the "questionnaire" or the "materials") is being provided solely for informational purposes for use in evaluating Ares Management Corporation and/or one or more investment vehicles (each, a "Fund") managed by Ares Management LLC, Ares Management Limited ("ARML") or Ares Management UK Limited ("ARMLUK"), each a wholly owned subsidiary of Ares Management LLC (together with ARML, "we" or "Ares Management") and/or one of its affiliated entities (collectively, including the Funds, "Ares"). The recipient (as defined below) acknowledges and agrees the following:

By acceptance of this questionnaire, the recipient, including its legal and financial advisors, board members and/or trustees, as applicable (collectively along with anyone else who receives this questionnaire through the person to whom they were originally delivered, "recipient"), hereby acknowledges and agrees that information included in the questionnaire includes confidential and proprietary information ("Confidential Information") that is not otherwise publicly available or otherwise prepared for public dissemination and is subject to any other confidentiality provisions between recipient and Ares (including, if applicable, the limited partnership agreement(s) of any fund(s) described herein). The distribution or the divulgence of any of these materials to any person, other than the person to whom they were originally delivered and such person's advisors, without the prior consent of Ares, is prohibited. Recipient agrees to use this questionnaire solely in connection with its evaluation of the relevant Ares entity and not for any other purpose. Moreover, some of the confidential information is based on information provided by Ares in accordance with underlying confidentiality agreements and/or prepared by referenced portfolio companies for Ares respecting Ares' (potential) investment in such companies, as such no representations are made to the completeness and/or accuracy of the confidential information. In any event, in light of the confidential nature of such information, the recipient further acknowledges and understands that disclosure of such confidential information and/or any other unauthorized use thereof may result in potential damages to and claims by Ares and/or the applicable portfolio company. Accordingly, recipient agrees to maintain the confidential nature of the confidential information and limit its use accordingly solely in connection with the purpose for which this questionnaire was prepared and the relevant Ares entity referred to herein. Recipient further agrees that damages due a breach of the foregoing, including misuse and/or other publication of the confidential information may be difficult to determine and that Ares (and/or potentially the subject portfolio company, as applicable) may be entitled to injunctive relief and other equitable remedies. The information contained herein has been prepared to assist the recipient in making its own evaluation of Ares or the relevant Ares entity and does not purport to be all-inclusive or to contain all of the information that recipient may desire respecting its evaluation of the same. These materials are not intended as an offer to sell, or the solicitation of an offer to purchase, any security, the offer and/or sale of which can only be made by definitive offering documentation.

Any subscription in relation to any Fund will only be executed on the basis of definitive offer documentation (the "Agreements") which will be issued to a prospective investor on a confidential basis upon request. Any information contained in these materials relating to the terms and conditions of any Fund will be superseded, and is qualified in its entirety, by reference to the agreements, which should be reviewed for complete information concerning the rights, privileges and obligations of investors in any Fund. These materials contain information about Ares and certain of its personnel and affiliates and the historical performance of certain funds and/or investment vehicles whose portfolios are managed by Ares. This information is supplied to provide information as to Ares' general portfolio management experience. Ares makes no representation or warranty (express or implied) with respect to the information contained herein (including, without limitation, information obtained from third parties) and expressly disclaims any and all liability based on or relating to the information contained in, or errors or omissions from, these materials, or based on or relating to the recipient's use of these materials, or any other written or oral communications transmitted to the recipient in the course of its evaluation of Ares. Recipient should conduct its own investigations and analyses of Ares and the information set forth in these materials.

It is expected that interests in any Fund will not be registered under the laws of any jurisdiction, including the U.S. securities act of 1933, as amended (the "Securities Act"). It is expected that interests in any Fund will be offered for investment only to "Accredited Investors" pursuant to the exemption from the registration requirements of the U.S. Securities Act provided by section 4(2) and regulation D or to Non-U.S. Persons pursuant to the requirements of regulations, each as promulgated thereunder. It is further expected that the fund will not be registered as an investment company under the U.S. Investment Company Act of 1940, as amended.

Certain Ares Funds may be offered through our affiliate, Ares Management Capital Markets LLC ("AMCM"), a broker-dealer registered with the SEC, and a member of FINRA and SIPC.

Nothing in these materials should be construed as a recommendation to invest in any securities that may be issued by any fund or as legal, accounting, investment or tax advice. Recipients of these materials should also be aware that Ares Management Limited (and its affiliates) are not responsible for providing recipients with the protections afforded to its/their regulatory clients and before making a decision to invest in any fund, a prospective investor should carefully review information regarding Ares and such fund and consult with its own legal, accounting, tax and other advisors in order to independently assess the merits of such an investment. These materials are not intended for distribution to, or use by, any person in any jurisdiction or country where such distribution or use would be contrary to law or regulation. These materials contain confidential and proprietary information, and their distribution or the divulgence of any of their contents to any person, other than the person to whom they were originally delivered and such person's advisors, without the prior consent of Ares is prohibited. The recipient is advised that United States, United Kingdom and other securities laws restrict any person who has material, non-public information about a company from purchasing or selling securities of such company (and option, warrants and rights relating thereto) and from communicating such information to any other person under circumstances in which it is reasonably foreseeable that such person is likely to purchase or sell such securities. The recipient agrees not to purchase or sell such securities in violation of any such laws.

These materials may contain "forward-looking" information that is not purely historical in nature. The forward-looking information contained herein is based upon certain assumptions about future events or conditions and is intended only to illustrate hypothetical results under those assumptions (not all of which will be specified herein). Not all relevant events or conditions may have been considered in developing such assumptions. The success or achievement of various results and objectives is dependent upon a multitude of factors, many of which are beyond the control of Ares. No representations are made as to the accuracy of such estimates or projections or that such estimates or projections will be realized. Actual events or conditions are unlikely to be consistent with, and may differ materially from, those assumed. Past performance is not indicative of future results. There is no assurance that the fund will be able to generate returns for its investors (as stated herein or otherwise). A total loss of the investment is possible. These materials also contain information about Ares and certain of its personnel and affiliates and the historical performance of other investment vehicles whose portfolios are managed by Ares or its affiliates. This information has been supplied by Ares to provide prospective investors with information as to its general portfolio management experience. Information respecting prior performance whether of a particular fund or investment strategy is not and should not be interpreted as a guaranty of future performance. Moreover, no assurance can be given that unrealized, targeted or projected valuations or returns will be achieved. Future results are subject to any number of risks and factors, many of which are beyond the control of Ares. In addition, an investment in one Ares Fund will be discrete from an investment in any other Ares Fund and will not be an investment in Ares Corp. As such, neither the realized return nor the unrealized values attributable to one Ares Fund are directly applicable to an investment in any other Ares Fund. An investment in an Ares Fund (other than in publicly traded securities) is illiquid and its value is volatile and can suffer from adverse or unexpected market moves or other adverse events. Funds may engage in speculative investment practices such as leverage, short-selling, arbitrage, hedging, derivatives, and other strategies that may increase investment risks. Investors may suffer the loss of their entire investment. In addition, in light of the various investment strategies of such other investment partnerships, funds and/or pools, it is noted that such other investment programs may have portfolio investments inconsistent with those of the strategy or investment vehicle proposed herein.

Sustainability related aspects of the investment included herein, if applicable, should be read in conjunction with all of the characteristics or objectives as described in the offering memorandum.

These materials may contain information obtained from third parties, including ratings from credit ratings agencies such as Standard & Poor's. Reproduction and distribution of third party content in any form is prohibited except with the prior written permission of the related third party. Third party content providers do not guarantee the accuracy, completeness, timeliness or availability of any information, including ratings, and are not responsible for any errors or omissions, negligent or otherwise, regardless of the cause, or for the results obtained from the use of such content. Third party content providers give no express or implied warranties, including, but not limited to, any warranties of merchantability or fitness for a particular purpose or use. Third party content providers shall not be liable for any direct, indirect, incidental, exemplary, compensatory, punitive, special or consequential damages, costs, expenses, legal fees, or losses (including lost income or profits and opportunity costs) or losses caused by negligence in connection with any use of that content, including ratings. Credit ratings are statements of opinion, and are not statements of fact or recommendations to purchase, hold or sell securities. They do not address the suitability of securities or the suitability of securities for investment purposes and should not be relied on as investment advice.

Indices are provided for illustrative purposes only and not indicative of any investment. They have not been selected to represent appropriate benchmarks or targets for the strategy. Rather, the indices shown are provided solely to illustrate the performance of well known and widely recognized indices. Any comparisons herein of the investment performance of a strategy to an index are qualified as follows: (i) the volatility of such index will likely be materially different from that of the strategy (ii) such index will, in many cases, employ different investment guidelines and criteria than the strategy and, therefore, holdings in such strategy will differ significantly from holdings of the securities that comprise such index and such strategy may invest in different asset classes altogether from the illustrative index, which may materially impact the performance of the strategy relative to the index, and (iii) the performance of such index is disclosed solely to allow for comparison on the referenced strategy's performance to that of a well-known index. Comparisons to indices have limitations because indices have risk profiles, volatility, asset composition and other material characteristics that will differ from the strategy. The indices do not reflect the deduction of fees or expenses. You cannot invest directly in an index. No representation is being made as to the risk profile of any benchmark or index relative to the risk profile of the strategy presented herein. There can be no assurance that the future performance of any specific investment, investment strategy, or product will be profitable, equal or correspond to indicated historical performance, or be suitable for a portfolio.

Unless otherwise indicated, the information presented herein is as of the date of this questionnaire and subject to change. Neither Ares nor any of its funds, portfolio companies or other affiliate undertakes any duty or obligation to update or revise the information contained herein.

Regarding sustainability related aspects of the investment included herein the decision to invest in the Fund should take into account all the characteristics or objectives as described in the PPM and LPA of the Fund.

On March 30, 2023, Landmark Partners, LLC ("Landmark") entered into a definitive agreement (the "Transaction") with Ares Management Corporation (NYSE: ARES) ("Ares"). The Transaction closed on June 2, 2023, and pursuant to the terms of this agreement, Landmark has become a wholly owned indirect subsidiary of Ares, now known as "Ares Secondary Group". The investment process and investment decision authority, along with responsibility for the day-to-day operations of the firm remain with the partners of Ares Secondary Group. Investment decisions remain the responsibility of the respective Investment Committee.



## Risk Factors – General

An investment in an Ares fund, strategy, account or vehicle entails a significant degree of risk and, therefore, should be undertaken only by investors capable of evaluating the risks of that investment and bearing the risks if it goes south. General risks about making an investment are provided below. This is a non-exhaustive list of risk factors and conflicts of interest that should be considered in evaluating before making an investment. Investors should review a more complete list of risks, conflicts and or other considerations as described in the PPM or other offering documentation involved in connection with making an investment. Prospective investors should carefully review that additional information for other risks and the investment strategy's objective process and investment techniques associated with a corresponding investment. Prospective investors should understand risks associated with the types of equity and debt investments to be made, as well as risks related specifically to the various private and or public investment strategy and more generally to investments involved in the strategy.

## No Assurance of Investment Return

Neither Ares or the general partner can provide assurance that it will be able to choose, make and/or realize investments in any particular company, portfolio of companies or asset. Further, there can be no assurance that the fund or strategy will be able to generate returns for its investors or that the returns will be commensurate with the risks of investing in the types of companies, assets and transactions described or that such returns will be comparable to the fund or strategy's targeted returns. The marketability and value of any such investments will depend upon many factors beyond the control of the fund or strategy, the manager. The expenses of the fund or strategy may exceed its income. The fund or strategy would bear the expense of its transactions that are not consummated, including any break-up fees. As a result, the fund or strategy could incur a substantial cost with no opportunity for a return. A prospective investor could lose the entire amount of its contributed capital, and therefore an investor should only invest in the fund or strategy if the investor can withstand a total loss of its investment.

## Past Performance Not Indicative of Future Results

Past performance of the manager, and their respective investment professionals with respect to fund, strategy, or other portfolios, investment vehicles or accounts may not be indicative of the future results that the fund or strategy will achieve. Similarly, the past performance of the manager, its affiliates and their respective investment professionals over a particular period is not indicative of the results that may be expected in future periods. Furthermore, the strategies and risks guiding the fund or strategy's investments may differ substantially from investments and strategies undertaken by the manager, and their respective investment professionals with respect to the prior funds or strategies.

## Valuation of Investments

A meaningful portion of the fund or strategy's portfolio may be expected to be private investments that may be valued by the manager given the lack of public market information. As such, the fair value of such investments may not be readily determinable. The investments are generally expected to be valued at a fair value as determined in good faith and in accordance with U.S. generally accepted accounting principles. The types of factors that may be considered in valuing the fund or strategy's investments include any restrictions on the marketability of such investments, the lack of a market for such investments, the control premium if any associated with such investments, the anticipated impact of illiquidity, the length of time before any such sales may become possible and the cost and complexity of any such sales and other relevant factors. Because such valuations are inherently uncertain, they fluctuate over short periods of time and may be based on estimates, the manager's determinations of fair value may differ materially from the values that would have been used if a ready market for these investments existed and from valuations of third parties and may differ materially from the values that the fund or strategy may ultimately realize.

## Allocation of Investment Opportunities

The fund or strategy may focus on Round and Round table and or Round and Round table investments. Certain investment opportunities appropriate for the fund or strategy may also be appropriate for other Ares funds or strategies, including those funds or strategies not within the same investment team and can range across the Ares investment platform. It is generally intended that, subject to Ares' allocation policy, the fund or strategy and other Ares funds or strategies, as applicable, which share common investment opportunities as determined in the sole discretion of the manager, allocate over time in a fair and equitable manner, taking into account relevant facts and circumstances and to the extent practicable, including but not limited to, pro-rata based on available capital, subject to the investment objectives, investment restrictions, liquidity, available capital, remaining investment period, leverage, diversification and other limitations applicable to the fund or strategy and such other Ares funds or strategies, and in any other value by agreed by the respective investment committees of such funds or strategies. There can be no assurance that proportional allocations between the fund or strategy and any such other Ares funds or strategies will be achieved.

Ares and its affiliates currently manage, and in the future expect to manage, various other Ares funds or strategies, including by other investment teams, some of which may invest in securities, instruments, assets or obligations eligible for purchase by the fund or strategy. Other Ares funds or strategies include, for the avoidance of doubt, funds and accounts managed or advised by investment advisors that may be acquired or controlled by (or that otherwise become part of) Ares in the future. Situations in which other Ares funds or strategies may invest in the same or similar securities, instruments, assets or obligations eligible for purchase by the respective fund or strategy, present potential for conflicts of interest. The investment policies, fee arrangements and other circumstances of the overlap may occur with those of other Ares funds or strategies. It is generally intended that, subject to Ares' allocation policy, the fund or strategy and the other Ares funds or strategies, as applicable, which share common investment opportunities as determined in the sole discretion of the manager, taking into account relevant facts and circumstances, and to the extent practicable, shall be allocated amongst the funds and strategies over a period of time, that is fair and equitable to the respective funds and strategies. There can be no assurance that proportional allocations between the fund or strategy and any such other Ares funds or strategies will be achieved.

Ares and its affiliates may, from time to time, be presented with investment opportunities that fall within the fund or strategy's investment objectives, and the investment objectives of one or more other Ares funds or strategies. While Ares will seek to manage such conflicts of interest in good faith, there may be situations in which the interests of a fund or strategy with respect to a particular investment or other matter conflict with the interests of one or more of the other Ares funds and strategies. Neither the manager or Ares Management has any affirmative obligation to offer any investments to a particular fund strategy, or to inform the respective fund or strategy before offering investments to any other Ares fund or strategy. A copy of Ares' Investment Allocation Policy is available upon request.

## Conflicts of Interest

Ares manages various funds and strategies and the management of these funds and strategies can give rise to conflicts of interest between the investors of a single fund or strategy and offering fund or strategy. Because Ares provides concurrent advisory services to our investors for which the investment mandates, compensation and fee arrangements (including with respect to performance fees and fee offsets) and other circumstances differ from strategy to strategy, the potential for Ares to receive greater fees from certain funds or strategies creates a potential conflict of interest with respect to the allocation of investment opportunities, to funds or strategies that are "higher fee" may receive investments in direct investments more so, and/or to allocate investments in favor of such a fund or strategy. In addition, Ares, from time to time, also enters into accounts directly or indirectly with single or multiple investors that commit significant capital into a particular fund or strategy and/or across the broader Ares platform. Such arrangements often include Ares granting certain preferential terms to these specific investors, including co-investment rights, a waiver or reduction of management fees or performance fees or carried interests, a blended management fee, and/or performance fee or carried interest that are lower than those applicable to respective fund or strategy in which those investors are currently invested.

Regarding sustainability-related aspects of the investment included herein the decision to invest in the fund should take into account all the characteristics or objectives as described in the PPM and LPA of the Fund.

## Past performance does not predict future returns.



## Investor Cash Flow Summary

1/1/1900 - 3/31/2023

	Commitment	Date	Contributions	Distributions	Recallable Distribution	Recalled Distribution	Commitment Release	Remaining Commitment with Recallable
<b>MWRA Employees' Retirement System</b>								
Landmark Equity Partners XV, L.P.								
		10/30/2013	(314,168)	0	0	0	0	2,685,832
		1/15/2014	41,011	0	0	0	0	2,726,843
		3/7/2014	(101,176)	0	0	0	0	2,625,667
		3/28/2014	41,765	0	0	0	0	2,667,432
		4/21/2014	(18,615)	0	0	0	0	2,648,817
		5/30/2014	(17,326)	0	0	0	0	2,631,491
		8/13/2014	(333,356)	0	0	0	0	2,298,135
		9/23/2014	161,495	0	0	0	0	2,459,630
		12/17/2014	(102,739)	0	0	0	0	2,356,891
		2/13/2015	36,879	0	0	0	0	2,393,770
		3/27/2015	0	0	0	0	0	2,393,770
		4/1/2015	0	71,172	0	0	0	2,393,770
		6/2/2015	0	34,394	0	0	0	2,393,770
		6/10/2015	0	48,037	0	0	0	2,393,770
		6/24/2015	(89,550)	0	0	0	0	2,304,220
		7/22/2015	0	30,054	0	0	0	2,304,220
		8/6/2015	(42,065)	0	0	0	0	2,262,155
		8/24/2015	0	21,790	0	0	0	2,262,155
		9/11/2015	(211,933)	0	0	0	0	2,050,222

**Notes:**

Negative amounts represent a reduction in remaining commitments.

Amounts in the Recallable Distribution column increase or reduce Remaining Commitment and are non-cash events to the Limited Partners.

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	9/25/2015	0	9,943	0	0	0	2,050,222
	10/30/2015	0	26,430	0	0	0	2,050,222
	12/3/2015	(31,598)	0	0	0	0	2,018,624
	12/16/2015	0	26,121	0	0	0	2,018,624
	1/13/2016	0	23,389	0	0	0	2,018,624
	1/15/2016	(30,654)	0	0	0	0	1,987,970
	2/5/2016	(19,753)	0	0	0	0	1,968,217
	3/1/2016	0	16,889	0	0	0	1,968,217
	3/31/2016	0	12,952	12,952	0	0	1,981,169
	4/21/2016	0	15,292	15,292	0	0	1,996,461
	5/13/2016	0	31,264	31,264	0	0	2,027,725
	5/25/2016	0	34,385	34,385	0	0	2,062,110
	6/17/2016	(7,208)	0	0	0	0	2,054,902
	7/1/2016	(71,128)	0	0	0	0	1,983,774
	7/22/2016	(3,960)	0	0	0	0	1,979,814
	7/27/2016	0	17,895	17,895	0	0	1,997,709
	9/9/2016	0	59,538	59,538	0	0	2,057,247
	9/23/2016	(19,032)	0	0	0	0	2,038,215
	10/28/2016	0	11,242	11,242	0	0	2,049,457
	11/18/2016	(61,026)	0	0	0	0	1,988,431
	11/30/2016	0	20,151	20,151	0	0	2,008,582
	12/21/2016	(36,670)	0	0	0	0	1,971,912
	12/22/2016	0	22,847	22,847	0	0	1,994,759
	1/6/2017	(78,552)	0	0	0	0	1,916,207
	2/6/2017	(24,775)	0	0	0	0	1,891,432
	2/21/2017	0	25,085	22,702	0	0	1,914,134
	3/30/2017	0	19,694	0	0	0	1,914,134
	4/21/2017	(19,045)	0	0	0	0	1,895,089
	4/28/2017	0	14,959	0	0	0	1,895,089
	5/11/2017	0	26,741	0	0	0	1,895,089
	6/2/2017	(69,126)	0	0	0	0	1,825,963

**Notes:**

*Negative amounts represent a reduction in remaining commitments.*

*Amounts in the Recallable Distribution column increase or reduce Remaining Commitment and are non-cash events to the Limited Partners.*

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	6/9/2017	0	19,854	0	0	0	1,825,963
	6/28/2017	(46,402)	0	0	0	0	1,779,561
	7/14/2017	0	22,603	0	0	0	1,779,561
	8/4/2017	0	61,949	0	0	0	1,779,561
	8/25/2017	(20,077)	0	0	0	0	1,759,484
	8/30/2017	0	11,537	0	0	0	1,759,484
	9/11/2017	(38,104)	0	0	0	0	1,721,380
	9/14/2017	29,955	0	0	0	0	1,751,335
	9/27/2017	(81,723)	0	0	0	0	1,669,612
	9/29/2017	0	20,403	0	0	0	1,669,612
	10/6/2017	0	100,686	0	0	0	1,669,612
	10/19/2017	0	27,387	0	0	0	1,669,612
	11/24/2017	(88,457)	0	0	0	0	1,581,155
	12/22/2017	0	35,781	0	0	0	1,581,155
	12/31/2017	0	0	(14,855)	0	0	1,566,300
	1/18/2018	0	17,572	0	0	0	1,566,300
	1/31/2018	(16,150)	0	0	0	0	1,550,150
	2/2/2018	0	46,437	0	0	0	1,550,150
	2/26/2018	(72,540)	0	0	0	0	1,477,610
	3/9/2018	0	37,409	0	0	0	1,477,610
	3/26/2018	(178,960)	0	0	0	0	1,298,650
	3/29/2018	0	41,431	0	0	0	1,298,650
	4/17/2018	(18,463)	0	0	0	0	1,280,187
	4/30/2018	0	32,500	0	0	0	1,280,187
	5/23/2018	(35,639)	0	0	0	0	1,244,548
	6/19/2018	0	22,129	0	0	0	1,244,548
	6/20/2018	(25,949)	0	0	0	0	1,218,599
	7/17/2018	(17,103)	0	0	0	0	1,201,496
	7/26/2018	0	38,910	0	0	0	1,201,496
	8/30/2018	0	128,540	0	0	0	1,201,496
	9/25/2018	(11,269)	0	0	0	0	1,190,227

**Notes:**

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	10/31/2018	0	32,686	0	0	0	1,190,227
	11/29/2018	0	77,627	0	0	0	1,190,227
	1/30/2019	0	85,093	0	0	0	1,190,227
	2/28/2019	0	13,438	0	0	0	1,190,227
	3/22/2019	(26,157)	0	0	0	0	1,164,070
	3/29/2019	0	10,113	0	0	0	1,164,070
	4/16/2019	(35,711)	0	0	0	0	1,128,359
	5/1/2019	0	8,517	0	0	0	1,128,359
	5/28/2019	(14,139)	0	0	0	0	1,114,220
	5/31/2019	0	9,845	0	0	0	1,114,220
	6/28/2019	0	5,960	0	0	0	1,114,220
	7/2/2019	(7,119)	0	0	0	0	1,107,101
	7/25/2019	(14,625)	0	0	0	0	1,092,476
	7/31/2019	0	26,118	0	0	0	1,092,476
	9/5/2019	(20,490)	0	0	0	0	1,071,986
	9/27/2019	(20,798)	12,827	0	0	0	1,051,188
	10/17/2019	(20,311)	12,884	0	0	0	1,030,877
	10/31/2019	0	9,561	0	0	0	1,030,877
	11/22/2019	(7,393)	12,573	0	0	0	1,023,484
	12/18/2019	(14,113)	0	0	0	0	1,009,371
	12/20/2019	0	24,464	0	0	0	1,009,371
	1/24/2020	(7,940)	0	0	0	0	1,001,431
	2/7/2020	(38,115)	9,790	0	0	0	963,316
	3/2/2020	0	25,187	(9,558)	0	0	953,758
	3/31/2020	0	49,847	(39,609)	0	0	914,149
	5/22/2020	(17,007)	0	0	0	0	897,142
	7/31/2020	0	26,933	(5,438)	0	0	891,704
	8/19/2020	(121,105)	0	0	0	0	770,599
	9/28/2020	0	35,694	(5,430)	0	0	765,169
	10/27/2020	0	0	(10,272)	0	0	754,897
	12/11/2020	0	19,166	(4,010)	0	0	750,886

**Notes:**

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		12/18/2020	0	0	(12,630)	0	0	738,256
		1/22/2021	0	0	(37,908)	0	0	700,348
		3/10/2021	0	0	(22,783)	0	0	677,564
		3/19/2021	0	52,590	0	0	0	677,564
		4/15/2021	0	38,797	(3,950)	0	0	673,614
		5/21/2021	0	0	(5,786)	0	0	667,828
		5/24/2021	0	18,298	0	0	0	667,828
		6/17/2021	0	23,365	0	0	0	667,828
		7/7/2021	0	0	(9,197)	0	0	658,632
		7/23/2021	0	47,691	(9,919)	0	0	648,713
		8/16/2021	0	0	(15,622)	0	0	633,091
		9/13/2021	0	0	(6,173)	0	0	626,919
		9/20/2021	0	16,514	0	0	0	626,919
		10/6/2021	0	0	(3,498)	0	0	623,421
		10/12/2021	0	88,847	0	0	0	623,421
		11/5/2021	0	16,604	0	0	0	623,421
		11/22/2021	0	0	(6,173)	0	0	617,249
		12/1/2021	0	19,762	0	0	0	617,249
		12/27/2021	0	171,732	0	0	0	617,249
		1/25/2022	0	45,962	0	0	0	617,249
		2/1/2022	0	0	(5,594)	0	0	611,655
		3/31/2022	0	0	(11,059)	0	0	600,596
		6/14/2022	0	21,214	(8,805)	0	0	591,791
		7/21/2022	0	419,688	0	0	0	591,791
		3/31/2023	0	4,947	0	0	0	591,791
<b>Landmark Equity Partners XV, L.P.</b>	<b>3,000,000</b>		<b>(2,408,209)</b>	<b>2,779,725</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>591,791</b>
<b>MWRA Employees' Retirement</b>	<b>3,000,000</b>		<b>(2,408,209)</b>	<b>2,779,725</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>591,791</b>
<b>Grand Total - All Investors</b>	<b>3,000,000</b>		<b>(2,408,209)</b>	<b>2,779,725</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>591,791</b>

**Notes:**

*Negative amounts represent a reduction in remaining commitments.*

*Amounts in the Recallable Distribution column increase or reduce Remaining Commitment and are non-cash events to the Limited Partners.*

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<b>Fund Name</b>	<b>Commitment</b>		<b>Contributions</b>	<b>Distributions</b>	<b>Recallable Distribution</b>	<b>Recalled Distribution</b>	<b>Commitment Release</b>	<b>Remaining Commitment with Recallable</b>
Landmark Equity Partners XV, L.P.	3,000,000		(2,408,209)	2,779,725	0	0	0	591,791
<b>Grand Total - All Funds</b>	<b>3,000,000</b>		<b>(2,408,209)</b>	<b>2,779,725</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>591,791</b>

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## Investor Cash Flow Summary

1/1/1900 - 3/31/2023

	Commitment	Date	Contributions	Distributions	Recallable Distribution	Recalled Distribution	Commitment Release	Remaining Commitment with Recallable
<b>MWRA Employees' Retirement System</b>								
Landmark Real Estate Partners VI, L.P.								
		4/27/2011	(387,097)	0	0	0	0	1,612,903
		6/28/2011	(69,670)	0	0	0	0	1,543,233
		7/29/2011	0	18,841	0	0	0	1,543,233
		12/6/2011	0	0	0	0	0	1,543,233
		12/15/2011	(202,319)	0	0	0	0	1,340,914
		2/17/2012	0	42,311	0	0	0	1,340,914
		3/20/2012	(78,030)	0	0	0	0	1,262,884
		4/27/2012	0	16,528	0	0	0	1,262,884
		5/24/2012	(83,603)	0	0	0	0	1,179,281
		6/28/2012	0	67,763	0	0	0	1,179,281
		8/17/2012	0	24,791	0	0	0	1,179,281
		8/31/2012	0	36,361	0	0	0	1,179,281
		12/20/2012	0	19,832	0	0	0	1,179,281
		1/25/2013	(122,618)	23,139	0	0	0	1,056,663
		2/28/2013	0	16,527	0	0	0	1,056,663
		3/27/2013	(53,589)	0	0	0	0	1,003,074
		3/28/2013	0	11,569	0	0	0	1,003,074
		6/28/2013	0	40,988	0	0	0	1,003,074
		8/2/2013	(213,467)	0	0	0	0	789,607

**Notes:**

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	8/30/2013	0	35,534	0	0	0	789,607
	9/26/2013	0	13,222	0	0	0	789,607
	10/3/2013	0	35,039	0	0	0	789,607
	10/23/2013	0	59,500	0	0	0	789,607
	11/26/2013	0	33,716	0	0	0	789,607
	12/19/2013	0	46,608	0	0	0	789,607
	12/20/2013	(119,482)	0	0	0	0	670,125
	12/24/2013	0	107,429	0	0	0	670,125
	4/24/2014	0	66,110	0	0	0	670,125
	6/4/2014	(139,339)	0	0	0	0	530,786
	6/27/2014	0	95,033	0	0	0	530,786
	7/7/2014	(91,963)	0	0	0	0	438,823
	7/25/2014	0	64,458	0	0	0	438,823
	8/29/2014	0	28,758	0	0	0	438,823
	9/25/2014	0	132,220	0	0	0	438,823
	10/10/2014	0	56,194	0	0	0	438,823
	10/24/2014	0	56,193	0	0	0	438,823
	11/26/2014	0	66,111	0	0	0	438,823
	12/23/2014	0	44,624	0	0	0	438,823
	1/22/2015	0	18,511	0	0	0	438,823
	1/27/2015	(16,721)	0	0	0	0	422,102
	2/26/2015	0	52,888	0	0	0	422,102
	3/11/2015	0	29,750	0	0	0	422,102
	3/30/2015	(36,228)	0	0	0	0	385,874
	4/17/2015	0	62,805	0	0	0	385,874
	4/30/2015	0	26,444	0	0	0	385,874
	5/20/2015	(34,835)	0	0	0	0	351,039
	6/26/2015	0	43,798	0	0	0	351,039
	7/31/2015	0	82,638	0	0	0	351,039
	8/28/2015	0	62,805	0	0	0	351,039
	9/30/2015	0	49,583	0	0	0	351,039

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		12/21/2015	0	43,633	0	0	0	351,039
		2/16/2016	0	70,738	0	0	0	351,039
		3/24/2016	(15,806)	0	0	0	0	335,233
		3/31/2016	0	43,963	0	0	0	335,233
		6/30/2016	0	74,130	0	0	0	335,233
		9/28/2016	0	25,598	0	0	0	335,233
		10/18/2016	(6,688)	0	0	0	0	328,545
		11/1/2016	0	9,337	0	0	0	328,545
		12/19/2016	(83,075)	110,906	0	0	0	245,470
		1/31/2017	0	130,328	0	0	0	245,470
		3/30/2017	0	29,670	0	0	0	245,470
		5/12/2017	0	33,277	0	0	0	245,470
		7/28/2017	0	85,229	0	0	0	245,470
		9/28/2017	0	28,495	0	0	0	245,470
		12/4/2017	0	27,517	0	0	0	245,470
		3/5/2018	0	33,452	0	0	0	245,470
		7/9/2018	0	21,691	0	0	0	245,470
		12/20/2018	0	34,906	0	0	0	245,470
		1/14/2019	0	38,979	0	0	0	245,470
		3/26/2019	0	45,087	0	0	0	245,470
		9/4/2019	0	19,198	0	0	0	245,470
		12/12/2019	0	10,763	0	0	0	245,470
		1/16/2020	0	13,090	0	0	0	245,470
		10/23/2020	0	11,010	0	0	0	245,470
		6/30/2021	0	6,399	0	0	0	245,470
		12/16/2022	0	36,710	0	0	0	245,470
<b>Landmark Real Estate Partners VI, L.P.</b>	<b>2,000,000</b>		<b>(1,754,530)</b>	<b>2,672,727</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>245,470</b>
<b>MWRA Employees' Retirement</b>	<b>2,000,000</b>		<b>(1,754,530)</b>	<b>2,672,727</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>245,470</b>
<b>Grand Total - All Investors</b>	<b>2,000,000</b>		<b>(1,754,530)</b>	<b>2,672,727</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>245,470</b>

**Notes:**

Negative amounts represent a reduction in remaining commitments.

Amounts in the Recallable Distribution column increase or reduce Remaining Commitment and are non-cash events to the Limited Partners.

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<b>Fund Name</b>	<b>Commitment</b>		<b>Contributions</b>	<b>Distributions</b>	<b>Recallable Distribution</b>	<b>Recalled Distribution</b>	<b>Commitment Release</b>	<b>Remaining Commitment with Recallable</b>
Landmark Real Estate Partners VI, L.P.	2,000,000		(1,754,530)	2,672,727	0	0	0	245,470
<b>Grand Total - All Funds</b>	<b>2,000,000</b>		<b>(1,754,530)</b>	<b>2,672,727</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>245,470</b>

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## Investor Cash Flow Summary

1/1/1900 - 3/31/2023

	Commitment	Date	Contributions	Distributions	Recallable Distribution	Recalled Distribution	Commitment Release	Remaining Commitment with Recallable
<b>MWRA Employees' Retirement System</b>								
Landmark Real Estate Partners VIII, L.P.								
		10/20/2017	(608,550)	0	0	0	0	3,391,450
		11/22/2017	0	0	0	0	0	3,391,450
		11/29/2017	95,564	0	0	0	0	3,487,014
		12/7/2017	64,397	0	0	0	0	3,551,411
		12/22/2017	0	0	0	0	0	3,551,411
		5/7/2018	0	0	0	0	0	3,551,411
		5/11/2018	0	161,524	161,524	0	0	3,712,935
		5/24/2018	0	26,566	26,566	0	0	3,739,501
		8/1/2018	0	37,317	37,317	0	0	3,776,818
		9/24/2018	(299,338)	0	0	0	0	3,477,480
		12/14/2018	0	117,571	117,571	0	0	3,595,051
		12/18/2018	(94,626)	0	0	0	0	3,500,425
		2/12/2019	0	80,971	80,971	0	0	3,581,396
		3/11/2019	(215,212)	0	0	0	0	3,366,184
		5/23/2019	0	27,839	27,839	0	0	3,394,023
		7/12/2019	0	21,851	21,851	0	0	3,415,874
		9/25/2019	(299,339)	30,807	30,807	0	0	3,147,342
		10/31/2019	0	16,114	16,114	0	0	3,163,456
		12/17/2019	(249,449)	18,709	18,709	0	0	2,932,716

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		1/17/2020	0	27,963	27,963	0	0	2,960,679
		3/25/2020	(62,362)	49,890	32,768	0	0	2,931,085
		7/30/2020	0	34,723	0	0	0	2,931,085
		10/22/2020	0	52,284	0	0	0	2,931,085
		12/18/2020	(236,976)	0	0	0	0	2,694,109
		3/30/2021	0	44,801	0	0	0	2,694,109
		5/10/2021	0	42,306	0	0	0	2,694,109
		5/27/2021	0	46,148	0	0	0	2,694,109
		6/30/2021	0	74,835	0	0	0	2,694,109
		9/28/2021	(12,472)	105,916	0	0	0	2,681,636
		12/16/2021	(199,559)	0	0	0	0	2,482,077
		2/25/2022	0	205,601	0	0	0	2,482,077
		4/28/2022	0	119,664	0	0	0	2,482,077
		5/24/2022	(82,318)	0	0	0	0	2,399,759
		6/24/2022	(208,290)	115,994	0	0	0	2,191,469
		7/11/2022	(82,318)	0	0	0	0	2,109,151
		9/22/2022	0	127,147	0	0	0	2,109,151
		11/23/2022	(155,760)	0	0	0	0	1,953,391
		12/20/2022	0	22,377	0	0	0	1,953,391
		2/6/2023	0	31,107	0	0	0	1,953,391
		3/28/2023	0	0	(4,615)	0	0	1,948,776
<b>Landmark Real Estate Partners VIII, L.P.</b>	<b>4,000,000</b>		<b>(2,646,609)</b>	<b>1,640,025</b>	<b>595,385</b>	<b>0</b>	<b>0</b>	<b>1,948,776</b>
<b>MWRA Employees' Retirement</b>	<b>4,000,000</b>		<b>(2,646,609)</b>	<b>1,640,025</b>	<b>595,385</b>	<b>0</b>	<b>0</b>	<b>1,948,776</b>
<b>Grand Total - All Investors</b>	<b>4,000,000</b>		<b>(2,646,609)</b>	<b>1,640,025</b>	<b>595,385</b>	<b>0</b>	<b>0</b>	<b>1,948,776</b>

<b>Fund Name</b>	<b>Commitment</b>		<b>Contributions</b>	<b>Distributions</b>	<b>Recallable Distribution</b>	<b>Recalled Distribution</b>	<b>Commitment Release</b>	<b>Remaining Commitment with Recallable</b>
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Landmark Real Estate Partners VIII, L.P.	4,000,000		(2,646,609)	1,640,025	595,385	0	0	1,948,776
<b>Grand Total - All Funds</b>	<b>4,000,000</b>		<b>(2,646,609)</b>	<b>1,640,025</b>	<b>595,385</b>	<b>0</b>	<b>0</b>	<b>1,948,776</b>

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<b>MWRA Partner's Capital Balance</b>			
<b>Quarter End</b>	<b>LEP XV</b>	<b>LREP VI</b>	<b>LREP VIII</b>
12/31/2022	\$ 638,013*	\$ 6,057	\$ 2,098,395
09/30/2022	\$ 649,744	\$ 43,209	\$ 2,001,914
06/30/2022	\$ 1,193,437	\$ 45,198	\$ 1,954,627
03/31/2022	\$ 1,175,622	\$ 42,917	\$ 1,847,407
12/31/2021	\$ 1,231,824	\$ 51,685	\$ 2,062,449
09/30/2021	\$ 1,538,002	\$ 79,068	\$ 1,520,208
06/30/2021	\$ 1,495,279	\$ 79,556	\$ 1,363,102
03/31/2021	\$ 1,496,032	\$ 88,245	\$ 1,473,074
12/31/2020	\$ 1,558,119	\$ 88,540	\$ 1,531,045
09/30/2020	\$ 1,191,683	\$ 104,769	\$ 1,242,476
06/30/2020	\$ 1,057,229	\$ 109,233	\$ 1,242,965
03/31/2020	\$ 1,230,160	\$ 114,790	\$ 1,326,469
12/31/2019	\$ 1,280,760	\$ 128,229	\$ 1,355,940
09/30/2019	\$ 1,262,024	\$ 154,407	\$ 1,079,445
06/30/2019	\$ 1,151,157	\$ 175,622	\$ 814,025
03/31/2019	\$ 1,079,463	\$ 179,953	\$ 860,349
12/31/2018	\$ 1,170,228	\$ 267,143	\$ 685,258
09/30/2018	\$ 1,359,757	\$ 326,147	\$ 683,273
06/30/2018	\$ 1,431,757	\$ 346,258	\$ 430,111
03/31/2018	\$ 1,344,541	\$ 343,376	\$ 609,572
12/31/2017	\$ 1,230,210	\$ 377,844	\$ 688,297
09/30/2017	\$ 1,161,722	\$ 407,653	\$ 338,603
06/30/2017	\$ 1,124,269	\$ 516,066	
03/31/2017	\$ 1,006,208	\$ 546,163	
12/31/2016	\$ 956,245	\$ 708,233	
09/30/2016	\$ 835,696	\$ 748,160	
06/30/2016	\$ 798,492	\$ 768,889	
03/31/2016	\$ 863,553	\$ 846,036	
12/31/2015	\$ 875,307	\$ 948,021	
09/30/2015	\$ 914,201	\$ 979,072	
06/30/2015	\$ 699,927	\$ 1,132,078	
03/31/2015	\$ 727,032	\$ 1,212,466	
12/31/2014	\$ 771,689	\$ 1,265,436	
09/30/2014	\$ 711,909	\$ 1,412,910	
06/30/2014	\$ 474,624	\$ 1,487,939	
03/31/2014	\$ 410,224	\$ 1,470,173	
12/31/2013	\$ 411,333	\$ 1,422,478	
09/30/2013		\$ 1,474,407	
06/30/2013		\$ 1,227,588	
03/31/2013		\$ 1,211,761	

12/31/2012		\$	1,068,616	
09/30/2012		\$	997,266	
06/30/2012		\$	1,012,490	
03/31/2012		\$	998,759	
12/31/2011		\$	918,160	
09/30/2011		\$	660,559	
06/30/2011		\$	661,271	
03/31/2011		\$	177,012	

\*These estimated partners' capital balances are based upon information which is currently available and may differ significantly from final December 31, 2022 audited balances. The balances are based upon valuations as most recently received from the underlying general partners (generally as of September 30, 2022) adjusted for contributions and distributions received through December 31, 2022, and operating activity of the Landmark partnership. Final partners' capital balances will be included in the audited December 31, 2022 financial statements, which will be available no later than June 28, 2023.

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NEPC, LLC

**Firm: TerraCap Management, LLC**

**Strategy/Product: TerraCap Partners III, IV, & V – Value-Add Real Estate**

**Client: MWRA**

**NEPC Manager Due Diligence Questionnaire - Update**

**Instructions**

In support of our upcoming meeting we ask that you please complete this due diligence questionnaire. Please provide your responses in the form of brief descriptions, lists or tables added directly to this Word document.

Thank you for taking the time to complete this questionnaire. Please note that all materials submitted in relation to MWRA Retirement System may be subject to disclosure consistent with Massachusetts Public Record laws.

**Firm/Organization**

1. Have there been any changes in ownership or management in the past year?

**No.**

2. List firm AUM, net flows and accounts gained/lost for the past 5 years.

**Firm AUM is \$2.6 billion as of 3/31/2023.**

**No accounts have been lost. The number of investors gained by year have been:**

<b>Year</b>	<b>Portfolio Value</b>	<b>No. of Investors</b>
<b>2018</b>	<b>158.3M</b>	<b>14</b>
<b>2019</b>	<b>161.6M</b>	<b>20</b>
<b>2020</b>	<b>97.4M</b>	<b>14</b>
<b>2021</b>	<b>370.4M</b>	<b>37</b>
<b>2022</b>	<b>132.6M</b>	<b>48</b>

3. Have there been any new or discontinued products in the past year?

**Yes. TerraCap Partners VI opened in March 2023.**

4. Are any products capacity constrained?

**No.**

5. Describe any current or pending regulatory, compliance or litigation issues and the expected business impact.



**None. TerraCap was audited by the SEC in January 2023. A No Further Action letter stating there were no deficiencies found was issued in May 2023.**

6. Describe your diversity, equity and inclusion efforts with regard to the firm and its employees.

**The Firm prioritizes diversity in the workplace. We believe we have cultivated a diverse body of team members that adds to the cultural inclusiveness that makes for a successful and productive atmosphere. Among our team members, we have minorities and women not only in senior and back office positions but also in executive positions. The founder and majority owner of the firm is also a minority.**

### **Portfolio Management Team**

1. Have there been any changes in the portfolio management team in the past year?

**No.**

2. Are there any expected changes to the team in the future (planned additions or departures)?

**No.**

### **Process**

1. Have there been significant changes in any of the areas below in the past year?

- Identification of investment ideas

**Yes. TerraCap has focused on identifying multifamily and industrial developers and other property owners that are experiencing financial distress due to the interest rate environment with the goal of sourcing new multifamily developments and industrial buildings at prices below replacement cost.**

- Process for exploring and vetting ideas

**The company's idea exploration and vetting process has not changed. Employees from all departments are mandated to explore new ideas for investment and process improvement, and to discuss these new ideas during weekly company-wide calls.**

- Portfolio trading practices including buy/sell rules

**No.**

- Approach to portfolio monitoring and risk management

**The company's portfolio monitoring approach has changed for any funds that own office assets to focus on strict cash management with regards to capital improvement projects to offset the effects of increased interest rates (which have maxed out due to interest rate caps that TerraCap purchases on all loans).**



## Philosophy

1. Describe recent changes in investment philosophy, if any.

**The primary change to investment philosophy that TerraCap has made is a pivot on target asset allocation mixes for the prior fund and newest fund. As a result of Covid-19, TerraCap made the decision to focus exclusively on multifamily, industrial, and flex assets. Additionally, acquisitions in Austin, TX, Phoenix, AZ, and surrounding the Port of Savannah in Georgia have been added to Fund V.**

## Portfolio

1. If not included in your meeting presentation, provide portfolio holdings, sector exposure, geographic exposure and common characteristics (yield, duration, market cap, P/E, etc.).

**Included in presentation.**

2. List strategy AUM, net flows and accounts gained/lost for the past 5 years.

**Fund III: \$141 million**

**Fund IV: \$709 million**

**Fund V: \$1.7 billion**

**No clients have been lost. The number of investors gained by year have been:**

Year	Portfolio Value	No. of Investors
2018	\$158.3M	14
2019	\$161.6M	20
2020	\$97.4M	14
2021	\$370.4M	37
2022	\$132.6M	48

3. Describe investor concentration for the strategy and note the percent of AUM attributable to the top five investors.

**Approximately 97% of TerraCap fund investors are institutional investors consisting of public pension plans and employee benefit funds.**

**AUM percentage attributable to the top five investors is 41% for Fund III, 37% for Fund IV, and 28% for Fund V.**

## Performance / Market Outlook

1. If not included in your meeting presentation, provide trailing returns as of the most recent quarter-end and calendar year returns for the past 10 years, both relative to benchmark.

**TerraCap funds are closed-ended funds with cumulative returns published quarterly. The returns below are fund level Net IRRs as of 3/31/2023.**



**Fund III: 9.7%**

**Fund IV: 10.7%**

**Fund V: 10.1%**

2. Briefly discuss recent performance trends and identify environments in which the strategy is likely to be in or out of favor.

**Over the past year, real estate has faced challenges from increased interest rates that have created headwinds in many markets. For real estate owners in the fastest-growing demand markets, the majority of the interest rate movement has been offset by the increased lease rates that have translated to higher NOI at the property level. Fortunately for TerraCap funds, all properties owned by the funds are located in the fastest growing markets across the United States where the rental rate movement over the past two years has averaged over 20%.**

**Value-add real estate is a strong strategy for investors in times of both low and high interest rates, because the investment manager is typically working through business plans on each property to increase lease rates and/or occupancy, which then increases NOI and the value of the property. TerraCap continues to identify strong value-add investment opportunities (some being opportunistic) in our target markets that will be potential targets for TerraCap Partners VI.**

3. Describe your market outlook and how strategy positioning is impacted by your views.

**TerraCap believes that by investing in only the fastest growing demand markets across the United States, there are always opportunities to create significant value since those areas typically receive the largest number of corporate relocations and inbound domestic migration, which allows real estate owners to increase NOI and property values. TerraCap sees continued accelerated in-migration into our target markets that gives us a favorable outlook on the future investment opportunities in our target markets. Since inception in 2008, we have avoided gateway markets that have seen the most pressure and outmigration in recent years.**

4. Could you please include a slide in your presentation that shows the MWRA's account history, initial contribution, cumulative subsequent contributions, cumulative subsequent distributions, gain/loss and current value.

**Included in presentation.**





# TERRACAP PARTNERS VI

U.S. VALUE-ADD COMMERCIAL REAL ESTATE FUND  
JUNE 2023



Private & Confidential



TerraCap Management is a privately held real estate investment manager.

**100%**  
Employee-Owned

**27**  
Total Employees

**11**  
Co-Investor Employee Partners

**20 Years**  
Sr. Team Avg. Real Estate Experience

**7**  
Investment Committee Members

**4 Offices**  
Atlanta | Denver | Tampa | Naples, FL

**330**  
Total Investors

**121**  
Institutional Investors

**552,000**  
Pensioners

**\$2.6B**  
AUM

**17M SF**  
Total Managed

**11.5M SF**  
Currently Managed

Assets under management represent approximate gross market value of all assets and accounts managed by TerraCap Management based on values at stabilization, excluding partners' share of equity and partners' share of debt on partnership investments.



## MWRA EMPLOYEES' RETIREMENT SYSTEM – TCP III UPDATE

Fair Value at 3/31/2023	Date	Amount
Investment - Capital Call	6/20/2015	(3,000,000.00)
Distribution - Notional Interest	6/7/2016	426,730.53
Distribution - Notional Interest	9/29/2016	48,547.45
Distribution - Net Operating Income (NOI)	10/25/2016	36,978.74
Distribution - Sale of Harbour Pointe	1/23/2017	260,203.02
Distribution - Sale of Lake Destiny II & NOI	2/22/2017	97,268.52
Distribution - Loan Proceeds on Cary Hospitality	3/24/2017	43,504.40
Distribution - Net Operating Income (NOI)	8/15/2017	89,184.02
Distribution - Net Operating Income (NOI)	12/15/2017	15,226.54
Distribution - Sale of Keller Center	6/12/2018	301,485.48
Distribution - Sale of Royal Office Center	6/10/2019	125,183.91
Distribution - Sale of Sarasota Commerce Center	9/17/2019	362,909.69
Distribution - Sale of Kennesaw Commerce Center	12/10/2019	432,460.25
Distribution - Sale of Lake Destiny I	12/27/2019	93,534.46
Distribution - Reserves from Sale of Kennesaw Commerce	3/13/2020	32,628.30
Distribution - Huntcrest LOC, Kennesaw Escrow, & NOI	8/12/2020	65,256.60
Distribution - Net Operating Income (NOI)	12/18/2020	43,504.40
Distribution - Sale of Barrett & NOI	4/21/2021	135,777.23
Distribution - Net Operating Income (NOI)	8/25/2021	28,277.86
Distribution - Sale of Forest Park & NOI	3/18/2022	94,839.59
Distribution - Sale of Tampa Oaks, Addtl. Proceeds from Forest Park, & NOI	10/14/2022	217,522.00
FMV Net of Carried Interest	3/31/2023	1,622,318.70
Total Distributions Received as of 3/31/2023		2,951,022.99
Remaining FMV of Investment as of 3/31/2023		1,622,318.70
Total Distributions Plus Remaining FMV of Investment		4,573,341.69
Net IRR		9.2%

## MWRA EMPLOYEES' RETIREMENT SYSTEM – TCP IV UPDATE

Fair Value at 3/31/2023	Date	Amount
Investment - Capital Call	10/31/2017	(4,084,202.44)
Distribution - Notional Interest	2/23/2018	52,253.37
Distribution - Notional Interest	7/23/2018	19,872.57
Distribution - Notional Interest	8/9/2018	18,501.52
Distribution - Notional Interest	11/13/2018	39,984.53
Distribution - Notional Interest	1/17/2019	59,972.55
Distribution - Notional Interest	7/26/2019	141,387.97
Distribution - Notional Interest	10/18/2019	11,930.91
Distribution - Net Operating Income (NOI)	10/23/2019	51,446.94
Distribution - Sale of NAVA Arbors	12/24/2019	101,488.18
Distribution - Sale from Resource Square I & III, & NOI	1/22/2020	260,772.93
Distribution - Net Operating Income (NOI)	2/12/2020	21,221.84
Distribution - NAVA Arbors Escrow & Net Operating Income (NOI)	6/30/2020	49,015.01
Distribution - Sale of NAVA Holcomb	9/10/2020	174,641.71
Distribution - Sale of Greensboro, Addtl. Profit from NAVA, & NOI	11/13/2020	225,380.56
Distribution - Sale of NAVA Knolls & Crossings	2/19/2021	605,257.85
Distribution - Sale of 23 Thirty Residences & NOI	6/25/2021	257,720.64
Distribution - Addtl. NAVA Proceeds & NOI	9/14/2021	23,318.01
Distribution - Partial Sale of Breckinridge	12/30/2021	84,887.46
Distribution - Sale of Northwoods & Addtl. Proceeds from Breckinridge	2/25/2022	86,343.14
Distribution - Sale of Breckinridge & NOI	6/21/2022	142,299.72
Distribution - Sale of Lake Point	9/29/2022	64,308.68
FMV Net of Carried Interest	3/31/2023	3,623,883.84
Total Distributions Received as of 3/31/2023		2,492,006.09
Remaining FMV of Investment as of 3/31/2023		3,623,883.84
Total Distributions Plus Remaining FMV of Investment		6,115,889.93
Net IRR		9.8%

## MWRA EMPLOYEES' RETIREMENT SYSTEM – TCP V UPDATE

<b>Fair Value at 3/31/2023</b>	<b>Date</b>	<b>Amount</b>
Investment - Capital Call	5/3/2022	(8,459,501.33)
Distribution - Notional Interest	10/26/2022	49,849.41
Distribution - Sale of Versol Residences	12/23/2022	507,204.59
Distribution - Sale of Orlando International Business Center	12/23/2022	209,128.61
Distribution - Net Operating Income (NOI)	12/23/2022	51,450.34
FMV Net of Carried Interest	3/31/2023	8,466,539.01
<b>Total Distributions Received as of 3/31/2023</b>		
		817,632.95
<b>Remaining FMV of Investment as of 3/31/2023</b>		
		8,466,539.01
<b>Total Distributions Plus Remaining FMV of Investment</b>		
		9,284,171.96
<b>Net IRR</b>		
		11.1%

## TERRACAP PARTNERS VI LP - EXECUTIVE SUMMARY

Target Equity Raise:

**\$500 Million**

Target Returns:

**14% Net IRR**

### TARGET MARKETS

- Geographically diversified throughout the U.S. – Growth Only Markets
- Secondary Cities benefitting from corporate relocations, in-migration, and lower cost of living
- Affordability creates strong employment and population growth
- Limited future supply

### TARGET ACQUISITION PRICES

- Between \$30 and \$120 million

### DIVERSIFIED PROPERTY TARGETS

- Multifamily
- Industrial
- Flex/Industrial

**TerraCap Management, LLC** considers thematic factors such as business formation, employment growth and population growth on a market-by-market basis, as most metros and submarkets have different economic-based industries and therefore move through their economic cycles differently. The Investment Manager makes moderate strategic overweighting or underweighting to markets, depending on the specific economic drivers influencing supply and demand. The Investment Manager intends to invest the Fund's assets so that no economic industry base will be allowed to dominate any property or the portfolio's performance.\*

\*The specific terms of an investment in Fund VI are subject to the Offering Documents. Such terms may change from the time you receive these materials and the time you receive the Offering Documents. Return targets or objectives, if any, are used for measurement or comparison purposes and only as a guideline for prospective investors to evaluate a particular investment program's investment strategies and accompanying information. Targeted returns reflect subjective determinations by TerraCap based on a variety of factors, including, among others, internal modeling, investment strategy, prior performance of similar products (if any), volatility measures, risk tolerance and market conditions. Performance may fluctuate, especially over short periods. Targeted returns should be evaluated over the time period indicated and not over shorter periods. Targeted returns are not intended to be actual performance and should not be relied upon as an indication of actual or future performance.

## ACHIEVING YIELD & CAPITAL APPRECIATION TODAY

- TerraCap seeks the best built and best located properties in high demand markets.
- Create value during ownership as an Operator, not an Allocator.
  - Improve properties physically, operationally, and financially.
- Invest defensively in high-demand growth markets only.
- Resulting in the ability to increase lease rates and ultimately NOI for value creation.
- Avoid investing in overpriced Primary Gateway Core markets.
- Independent 3<sup>rd</sup> Party evaluations of performance.
  - Public Market Equivalent (PME) Alpha, CapEx Efficiency – Return on Investment (ROI), Ex-Ante Risk Adjusted Performance.
- Hold weekly asset management and quarterly property business plan meetings.
- Avoid industry, tenant, and single asset strategy concentration risk.
- Focuses on minimizing the J-curve and producing investor cashflow.
  - 7-year average – 1 distribution every 2.5 months.



## FUND INVESTMENT FOCUS

### INVESTMENT SIZE

- Target Equity investments of \$20 - \$40M; taking advantage of what TerraCap believes to be market inefficiencies in middle-market transactions; expect 25-30 investments

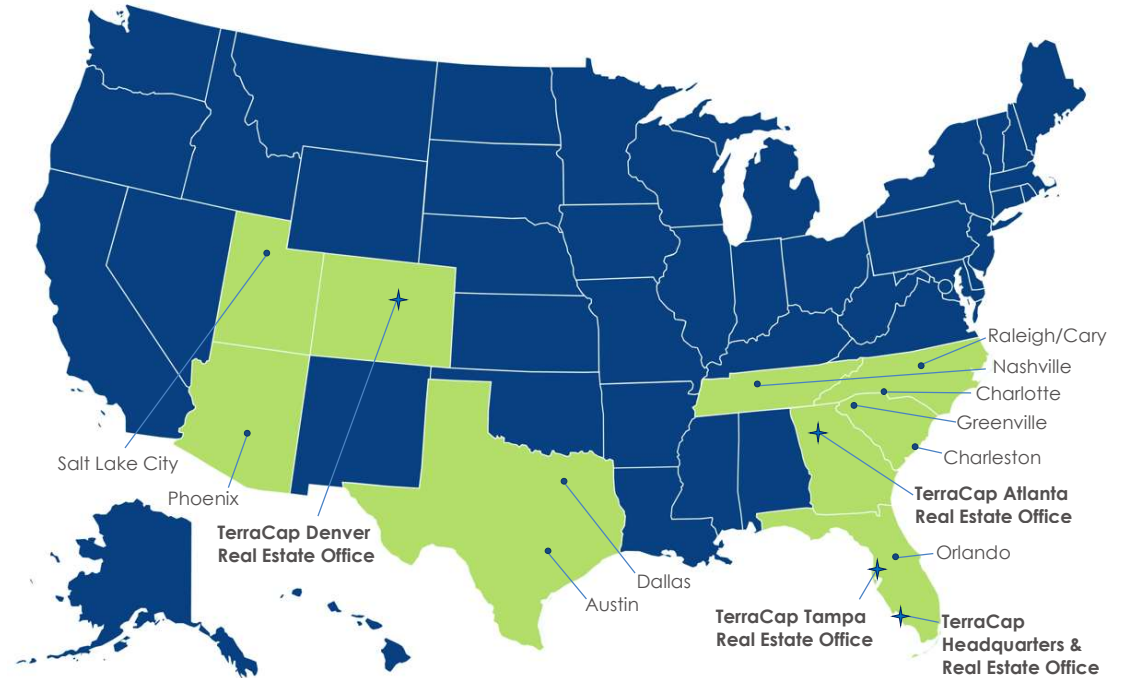
### LEVERAGE

- TerraCap's historic leverage is less than 60%
- Fund level leverage limit of 70%
- Non-recourse loans only

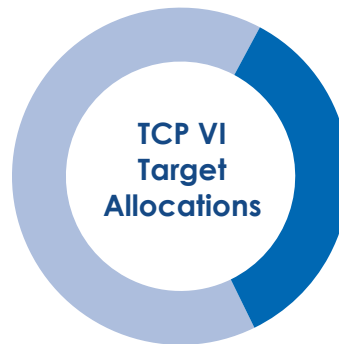
### VALUATIONS

- Annual/Quarterly

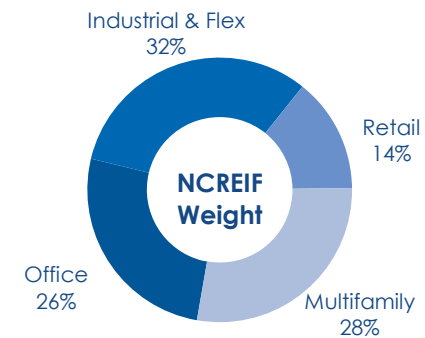
## REGION OF FOCUS



**Multifamily**  
65-75%



**Industrial & Flex**  
25-35%



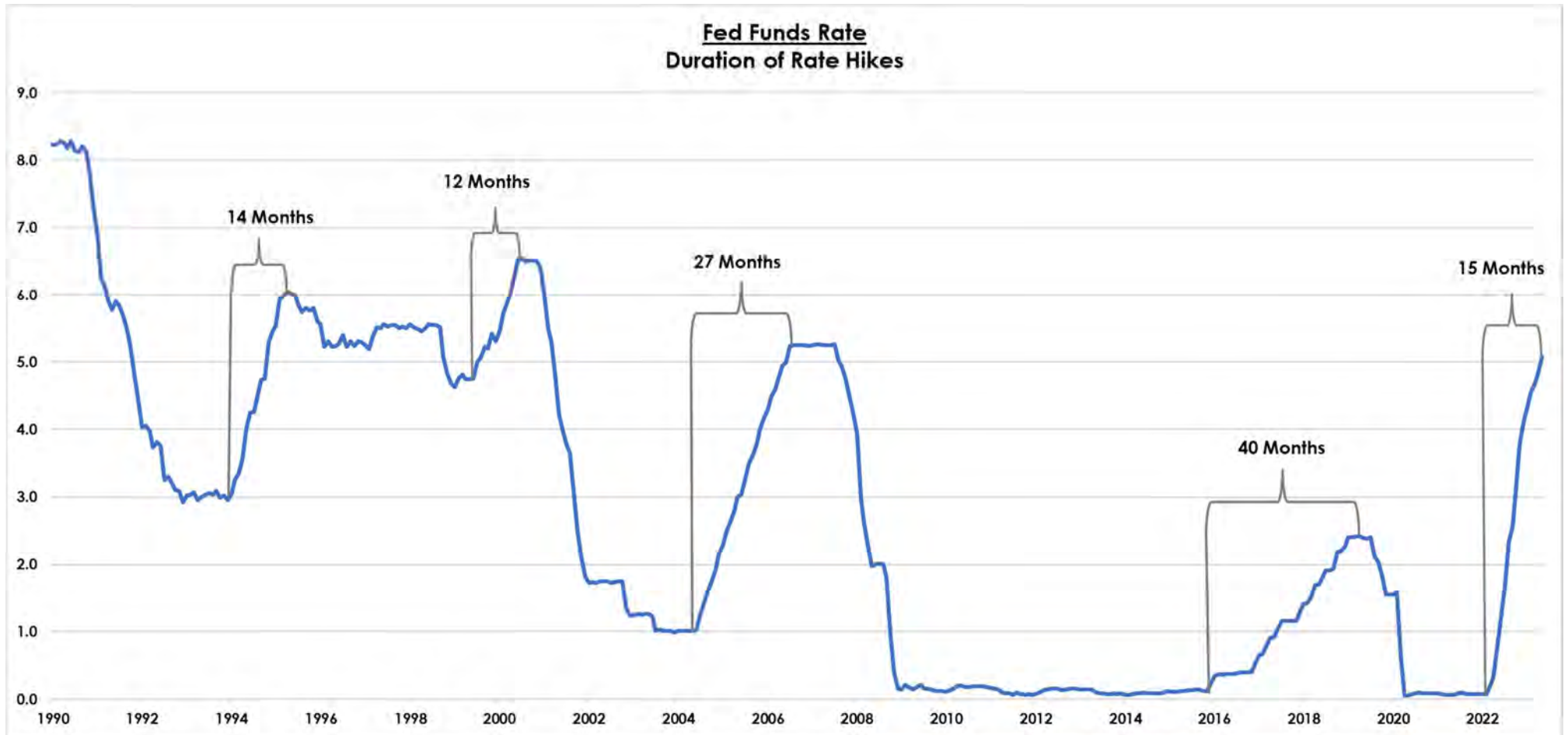


## REAL ESTATE OVERVIEW

- Average TerraCap commercial income fund performance over 12 years
  - Fund II: 12.2% Net IRR
  - Fund III: 9.8% Net IRR
  - Fund IV: 11.3% Net IRR
  - Fund V: 12.9% Net IRR
- Average rent increases across Fund V Apartments since inception = 20.0%
- Average rent increases across Fund V Apartments in last 12 months = 14.3%
- Average rent increases across Fund V Industrial since inception = 45.6%
- Average rent increases across Fund V Industrial in last 12 months = 32.6%
- Morgan Stanley research forecasts the smallest real estate pricing corrections in Apartments & Industrial – anticipated 15% correction vs. 35-40% correction in other asset classes
- Approximately \$1.5 trillion of U.S. commercial real estate debt matures before the end of 2025 per Bloomberg

## HISTORICAL INTEREST RATE MOVEMENT

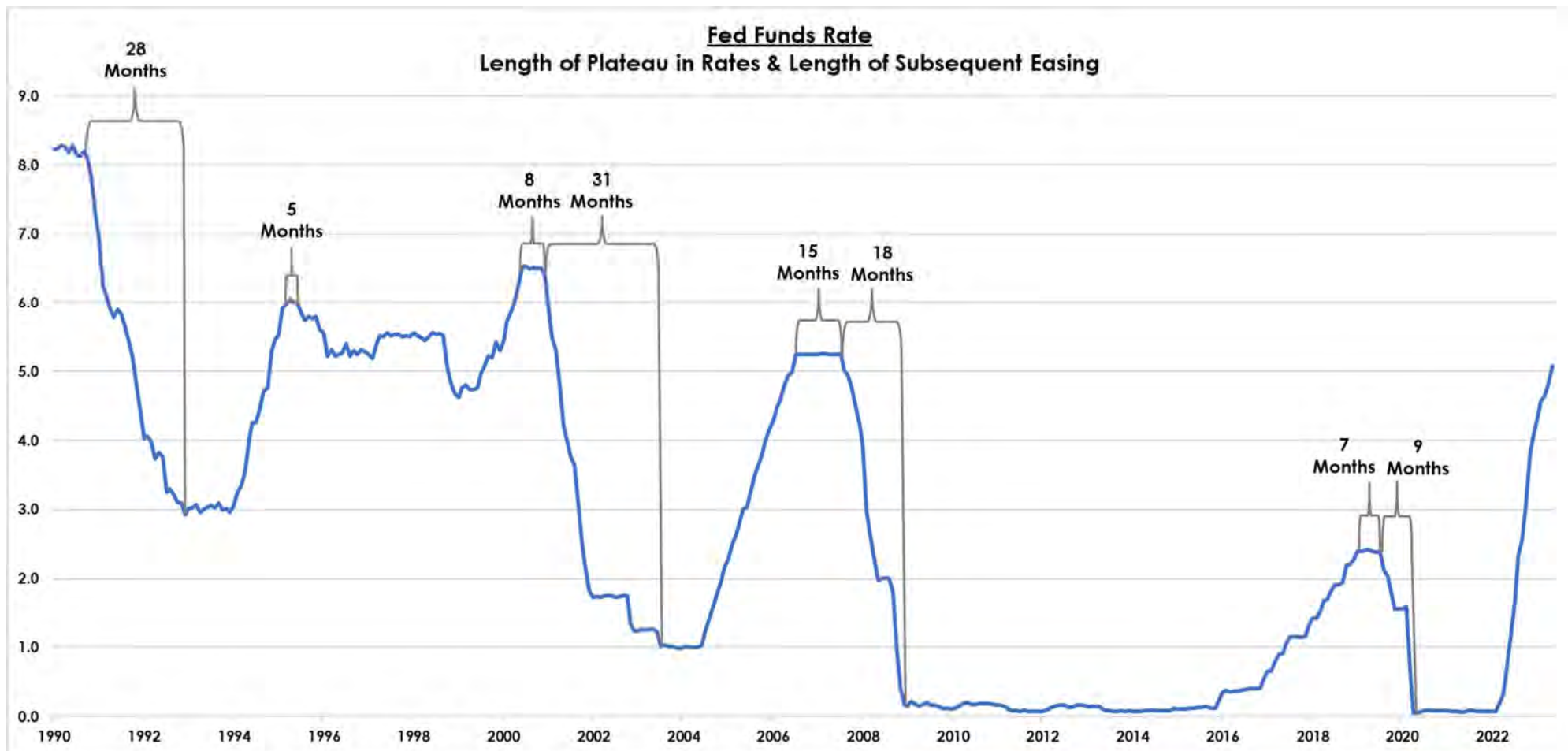
- Federal Reserve interest rate hikes have taken, on average, 23 months from the start of the rate hikes until they reach the plateau over the last 30 years





## HISTORICAL INTEREST RATE MOVEMENT, CONTINUED

- Following Federal Reserve interest rate hikes, the 30-year historical average time of a plateau before interest rates decreased was 9 months; the historical average length of time to reach the floor in rates following the plateau was 22 months
- The rapid & substantial run-up in interest rates could present buying opportunities similar to those found following the Great Financial Crisis



## TARGET DEMAND MARKETS CREATING VALUE



### Atlanta

- 6.1 Million Residents
- 3.9% Job Growth in 2022
- +782k Jobs Since 2010
- #4 MSA in Pop. Gains
- #6 in Corp. Relocations



### Dallas

- 7.8 Million Residents
- 5.4% Job Growth in 2022
- +1.3M Jobs Since 2010
- #1 MSA in Pop. Gains
- #2 in Corp. Relocations



### Orlando

- 2.7 Million Residents
- 5.7% Job Growth in 2022
- +445k Jobs Since 2010
- #8 Moving Destination



### Denver

- 3 Million Residents
- 2.9% Job Growth in 2022
- +407k Jobs Since 2010
- #5 Moving Destination



### Austin

- 2.3 Million Residents
- 7.0% Job Growth in 2022
- +525k Jobs Since 2010
- #5 MSA in Pop. Gains
- #7 in Corp. Relocations



### Tampa

- 3.2 Million Residents
- 4.5% Job Growth in 2022
- +426k Jobs Since 2010
- #8 MSA in Pop. Gains



### Charlotte

- 2.7 Million Residents
- 4.0% Job Growth in 2022
- +379k Jobs Since 2010
- #7 MSA in Pop. Gains
- #4 Moving Destination



### Phoenix

- 4.9 Million Residents
- 3.1% Job Growth in 2022
- +681k Jobs Since 2010
- #2 MSA in Pop. Gains
- #3 Moving Destination

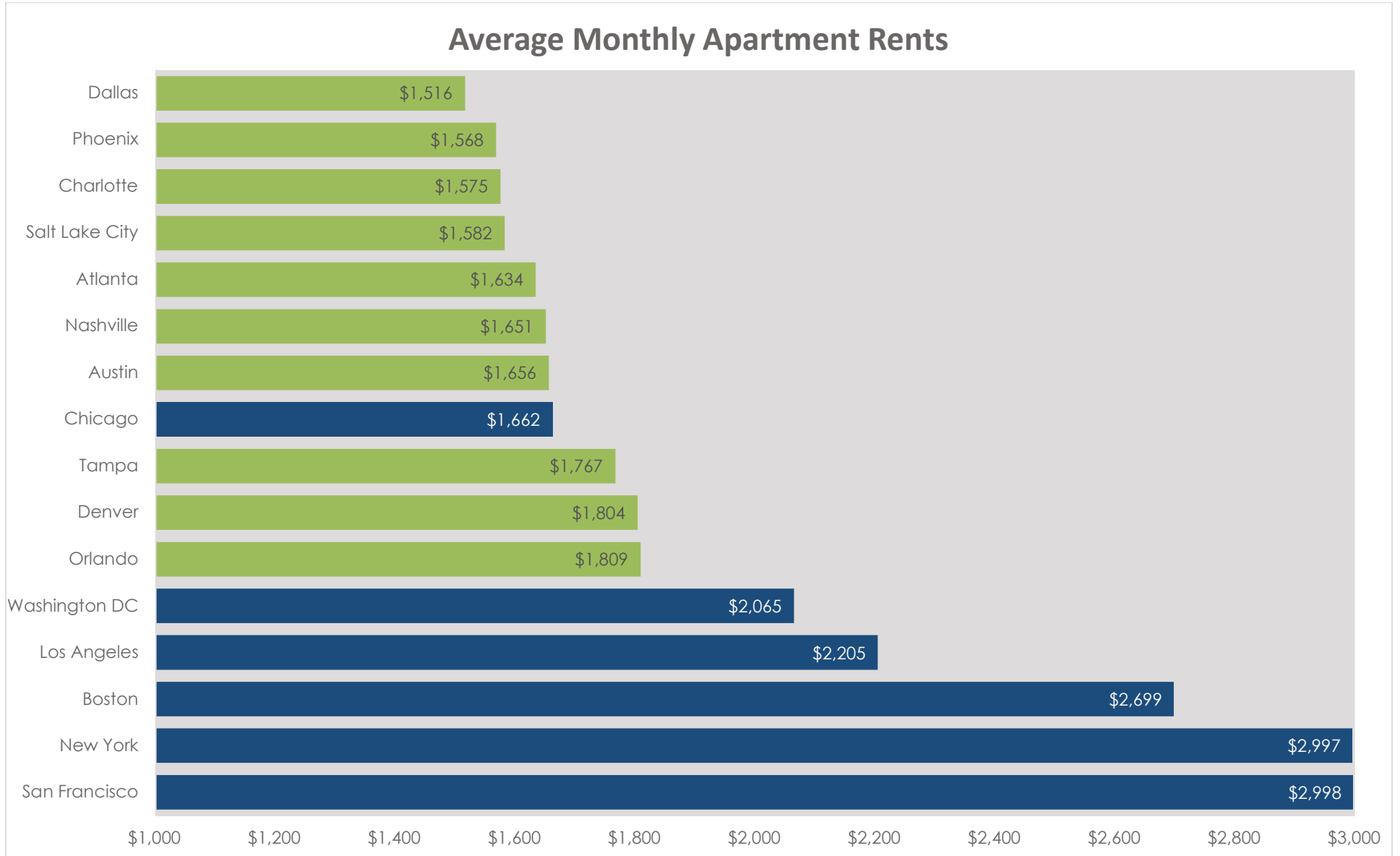
Sources: U.S. Census Bureau. Penske Truck Rental's list of Top Moving Destinations 2021. U.S. Department of Labor. Site Selector/Conway Projects Database; IHS Global Insight (USA) Inc., U.S. Metro Economies: GMP and Employment Report: 2022. Site Selection Group.

## CONTINUED EMPLOYMENT GROWTH IN TERRACAP TARGET MARKETS

Metropolitan Statistical Area	% ch EMPL 2018	% ch EMPL 2019	% ch EMPL 2020	Total Employment (000's)	Job Gains 2010-2019 (000's)	% ch 2010- 2019
Orlando-Kissimmee-Sanford, FL	3.7	3.3	<b>2.6</b>	1,341.3	343.9	25.6%
Phoenix-Mesa-Scottsdale, AZ	3.4	2.9	<b>2.3</b>	2,168.8	464.1	21.4%
Charlotte-Concord-Gastonia, NC-SC	2.4	2.4	<b>2.0</b>	1,241.6	272.6	22.0%
Dallas-Fort Worth-Arlington, TX	2.4	2.6	<b>2.0</b>	3,813.2	845.2	22.2%
Tampa-St. Petersburg-Clearwater, FL	2.4	1.7	<b>1.9</b>	1,380.9	266.1	19.3%
Atlanta-Sandy Springs-Roswell, GA	2.2	1.9	<b>1.8</b>	2,845.7	545.3	19.2%
Nashville-Davidson--Murfreesboro--Franklin, TN	3.1	2.0	<b>1.7</b>	1,034.3	260.3	25.2%
Denver-Aurora-Lakewood, CO	2.5	1.3	<b>1.7</b>	1,525.2	320.3	21.0%
San Francisco-Oakland-Hayward, CA	2.3	2.5	<b>1.5</b>	2,507.8	563.5	22.5%
Washington-Arlington-Alexandria, DC-VA-MD-WV	1.1	1.1	<b>1.4</b>	3,338.8	327.3	9.8%
Boston-Cambridge-Newton, MA-NH	1.1	1.0	<b>1.0</b>	2,802.2	368.5	13.2%
<b>National Average</b>	<b>1.3</b>	<b>1.2</b>	<b>0.9</b>			
Los Angeles-Long Beach-Anaheim, CA	1.6	1.0	<b>0.8</b>	6,246.2	917.5	14.7%
Chicago-Naperville-Elgin, IL-IN-WI	1.0	1.1	<b>0.7</b>	4,809.2	530.8	11.0%
New York-Newark-Jersey City, NY-NJ-PA	1.3	1.3	<b>0.7</b>	9,945.6	1280.7	12.9%

Sources: Bureau of Labor & Statistics, IHS Global Insight (USA) Inc., U.S. Metro Economies: GMP and Employment Report: 2018-2020 (2019), available at <https://www.usmayors.org/wp-content/uploads/2019/09/mer-2019-09.pdf>.

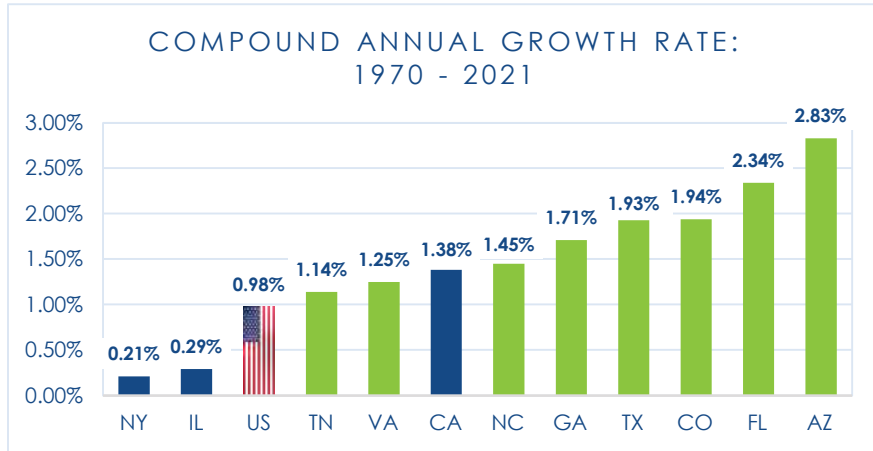
## COST OF LIVING



Source: CoStar as of March 2023

 TerraCap areas of focus shown in green

## POPULATION GROWTH RATES



Source: Annual Estimates of the Resident Population for the United States, Regions, States, and Puerto Rico: April 1, 2010 to July 1, 2020 - U.S. Census Bureau; 1970 Census - Population, Advance Report: Final Population Counts

<https://www.census.gov/library/publications/1971/dec/pc-v1.html>

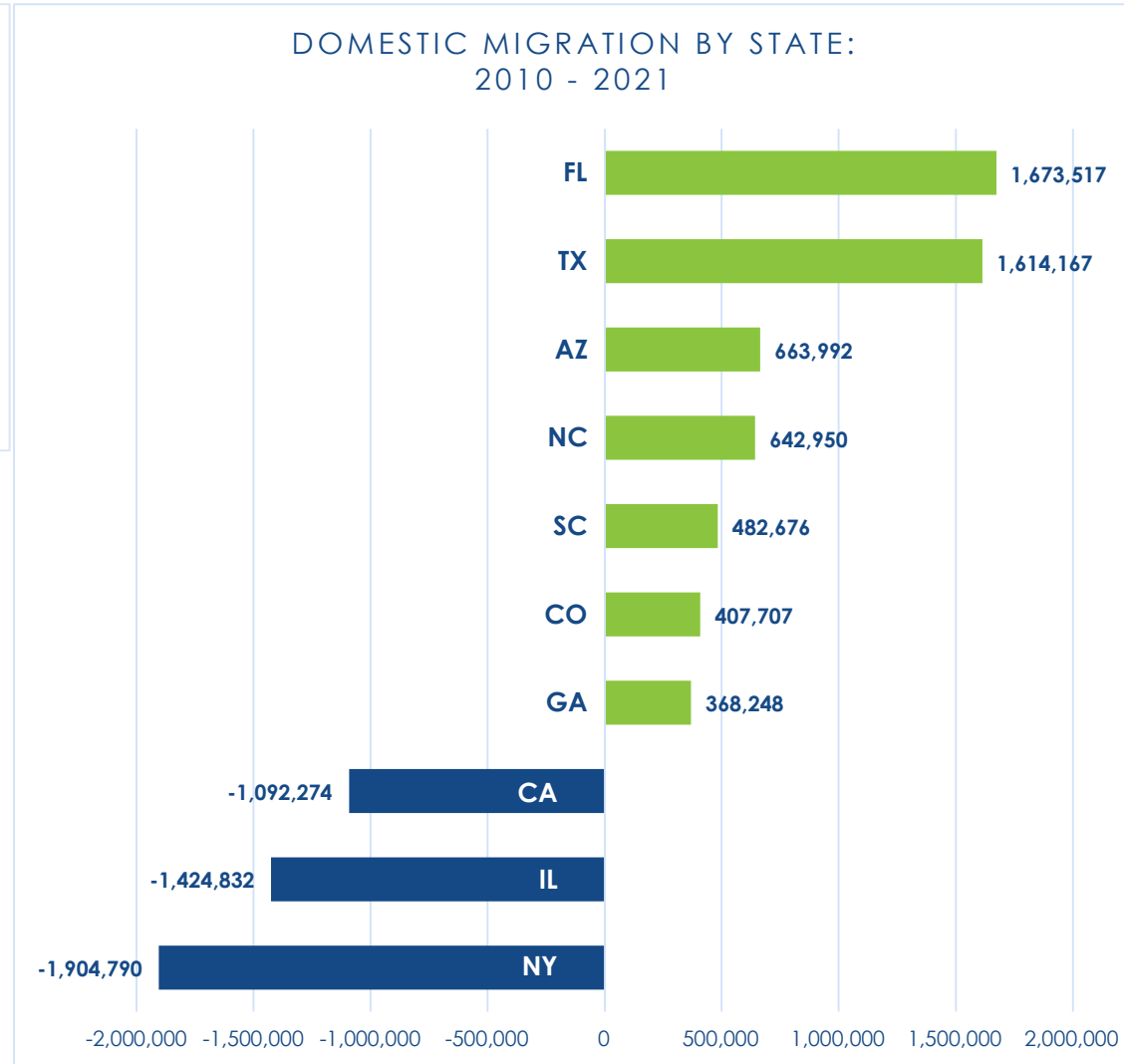
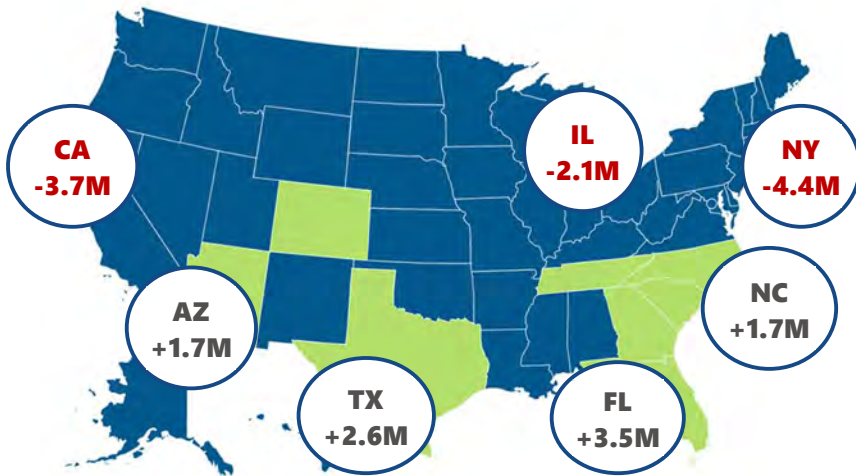
Source: Apportionment Population and Number of Representatives by State: 2020 Census

<https://www.census.gov/data/tables/2020/dec/2020-apportionment-data.html>

■ TerraCap areas of focus shown in green

## Domestic Migration by State: 1995-2021

Source: U.S. Census Bureau



Source: Cumulative Estimates of the Components of Resident Population Change for the United States, Regions, States, and Puerto Rico: April 1, 2010 to July 1, 2020 - U.S. Census Bureau  
Annual and Cumulative Estimates of Resident Population Change for the United States, Regions, States, District of Columbia, and Puerto Rico and Region and State Rankings: April 1, 2020 to July 1, 2021 - U.S. Census Bureau

■ TerraCap areas of focus shown in green



## STATES RECEIVING DOMESTIC MIGRATION SEE POSITIVE FINANCIAL IMPACT

Progressive tax states lose people & income to flat and zero income tax states.

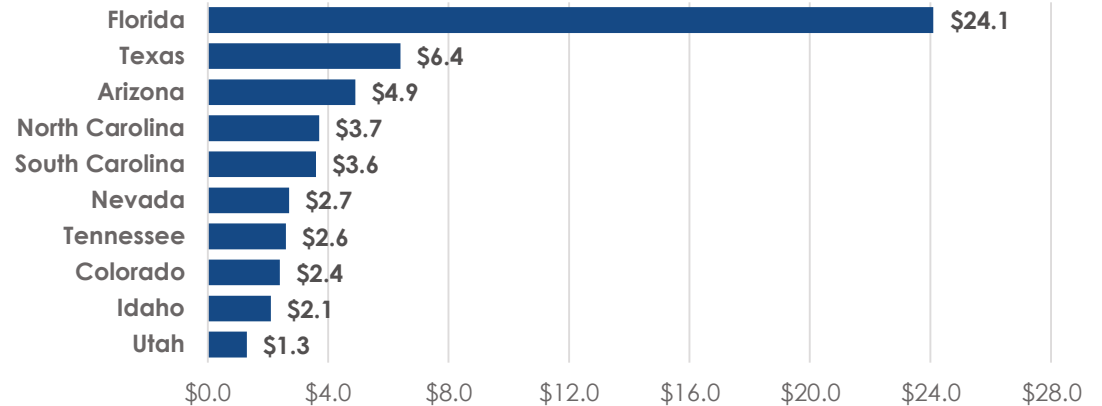
The nation's eighteen flat and no income tax states won \$170 billion in Adjusted Gross Income (AGI) during the 2011-2020 period.

Zero Tax States	Flat Tax States
Florida	Colorado
Nevada	North Carolina
Washington	Utah
Tennessee	New Hampshire
Wyoming	Indiana
Texas	Michigan
South Dakota	Pennsylvania
Alaska	Massachusetts
	Illinois
	Kentucky

Source: Individual Income Tax Returns: Gross Migration for Selected Income Items by State, U.S. Census Bureau

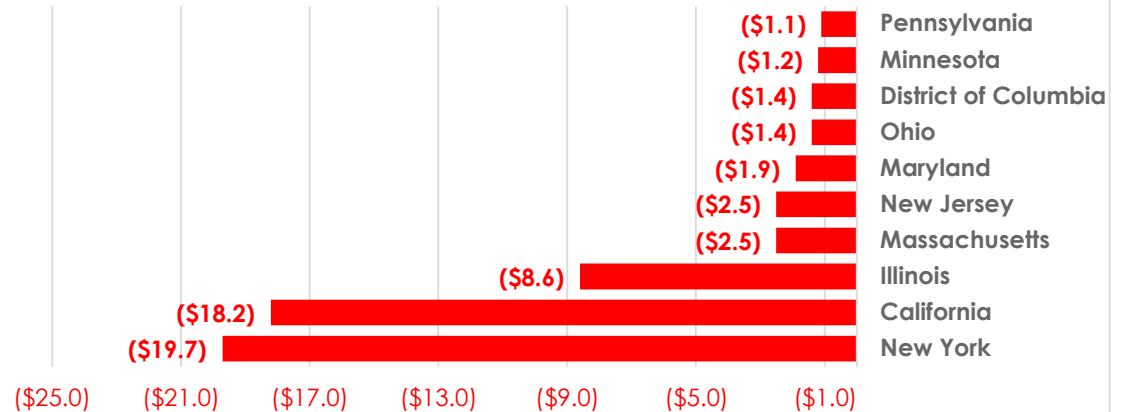
<https://www.irs.gov/statistics/soi-tax-stats-migration-data>

### Ten States with Best Net Gain of Domestic Adjusted Gross Income 2020 (in billions)



Source: Internal Revenue Service – SOI migration data

### Ten States with Worst Net Gain of Domestic Adjusted Gross Income 2020 (in billions)



Source: Internal Revenue Service – SOI migration data

## TERRACAP PARTNERS II PORTFOLIO PERFORMANCE<sup>1</sup>

Realized Properties	Property Type	Building Size	Acquisition Date	TerraCap's Equity Basis at Purchase	Purchase Price	TerraCap's Equity Basis at Disposition	TerraCap Sales Date	TerraCap Sales Price	Realized Net IRR	Realized Net EM
Villa Sol Village	Land	n/a	08/01/13	\$1,481,261	\$1,368,422	\$1,482,938	8/7/2014	\$2,050,000	29.9%	1.29
Hampton Inn & Suites	Hospitality	80,000	10/29/12	\$4,610,728	\$4,350,000	\$5,127,905	10/2/2014	\$9,425,000	27.9%	1.53
Coconut Office Center	Office	11,000	08/08/12	\$799,514	\$800,000	\$985,042	1/13/2015	\$1,442,000	15.2%	1.37
Westlinks Gateway (1)	Flex	228,280	08/06/12	\$7,443,129	\$7,200,000	\$6,809,696	5/5/2015	\$17,689,000	31.7%	1.49
Gateway RSW International (1)	Flex	112,398	03/29/13	\$3,522,791	\$3,300,000	\$3,724,737	5/5/2015	\$8,730,000	31.7%	1.49
Eastlinks RSW International (1)	Flex	174,950	07/08/13	\$6,400,000	\$9,373,365	\$9,316,259	5/5/2015	\$13,581,000	31.7%	1.49
North Gateway Office Center	Flex	36,240	11/22/13	\$1,518,587	\$1,500,000	\$2,200,848	11/12/2015	\$3,500,000	21.7%	1.37
La Quinta Inn & Suites	Hospitality	60,000	03/30/12	\$2,873,527	\$2,852,000	\$96,564	12/3/2015	\$8,100,000	20.0%	1.65
Coral Cove Condos (2)	Residential	210,000	12/27/12	\$1,646,667	\$8,133,333	\$1,410,006	2/4/2016	\$14,550,000	22.2%	2.00
Sarasota Sun Center Lot	Land	n/a	05/20/14	\$1,468,702	\$1,442,000	\$1,510,297	3/30/2016	\$2,750,000	19.3%	1.38
Gulf Coast Office Center	Office	11,500	10/30/13	\$910,461	\$900,000	\$1,182,425	11/17/2016	\$1,326,045	-0.7%	0.98
Hancock Office Center	Office	10,000	12/06/12	\$164,108	\$435,000	\$262,838	11/18/2016	\$615,000	5.0%	1.21
Bradenton Office Center	Office	32,040	06/13/13	\$1,885,370	\$1,925,000	\$1,994,207	6/9/2017	\$1,601,250	-8.8%	0.69
Palms of Estero	Land	n/a	02/24/12	\$182,722	\$1,459,190	\$771,664	Multiple	\$2,533,431	11.8%	1.39
Tampa Int'l Business Center	Office	331,148	08/26/13	\$5,072,589	\$12,116,000	\$13,022,863	11/14/2017	\$45,050,000	16.8%	1.53
Capital Commerce Center	Office	274,440	12/02/13	\$3,417,339	\$3,200,000	\$7,433,683	1/19/2018	\$44,656,500	40.2%	2.32
Celebration IV	Office	125,974	02/20/14	\$7,152,564	\$17,877,000	\$7,148,412	3/16/2018	\$21,770,000	11.2%	1.33
Sarasota Sun Center	Office	95,000	02/14/14	\$4,335,199	\$11,500,000	\$3,526,732	5/1/2018	\$16,350,000	14.1%	1.79
Lakeview	Office	186,309	03/14/14	\$8,407,485	\$15,912,918	\$3,492,093	5/11/2018	\$21,750,000	11.9%	1.51
Colonial Corporate Center	Office	61,239	12/20/13	\$4,054,969	\$4,000,000	\$4,984,263	12/17/2018	\$5,900,000	-2.7%	0.9
Punta Gorda Reserve	Land	n/a	02/24/12	\$505,613	\$1,182,916	\$960,790	3/22/2021	\$3,180,000	9.7%	1.96
Eastpointe	Office	81,717	03/14/14	\$3,653,215	\$6,987,082	\$4,352,138	9/23/2021	\$10,100,000	6.1%	1.31
<b>Total Realized:</b>		<b>2,122,235</b>		<b>\$71,506,540</b>	<b>\$117,814,226</b>	<b>\$81,796,400</b>		<b>\$256,649,226</b>	<b>18.0%</b>	<b>1.62</b>
Unrealized Projected Properties	Property Type	Building Size	Acquisition Date	TerraCap Equity Basis at Purchase	Purchase Price	TerraCap's Current Equity Basis				
Jones Loop Road Assemblage (2)	Land	n/a	03/21/12	\$2,408,643	\$11,750,000	\$2,936,979				
<b>Total Projected Unrealized:</b>		<b>0</b>		<b>\$2,408,643</b>	<b>\$11,750,000</b>	<b>\$2,936,979</b>				
<b>Total Portfolio:</b>		<b>2,122,235</b>		<b>\$73,915,183</b>	<b>\$129,564,226</b>	<b>\$84,733,379</b>				

(1) Westlinks Gateway, Gateway RSW International, and Eastlinks RSW International were owned with a JV Partner. TerraCap's share was 57%.

(2) Coral Cove Condos was owned with a JV Partner. Jones Loop Road is owned with a JV Partner. TerraCap's share is 20%.

Properties highlighted in green are being marketed for sale, or otherwise engaged with a third party to be marketed for sale

- Fund II closed in **December 2013** and has made **22** distributions in **9 years** from both yield and capital appreciation.
  - A total of **\$169M** or **166%** of invested capital has been distributed.
  - Fund Level Net IRR as of 12/31/2022 = 12.2%

1. See Important Disclosures, Certain Performance-Related Notes for disclosures regarding gross and unrealized performance.

## TERRACAP PARTNERS III PORTFOLIO PERFORMANCE<sup>1</sup>

Realized Properties	Property Type	Building Size	Acquisition Date	TerraCap's Equity Basis at Purchase	TerraCap's Equity Purchase Price	TerraCap's Equity Basis at Disposition	TerraCap Sales Date	TerraCap Sales Price	Realized Net IRR	Realized Net EM
Harbour Pointe Apartments	Multifamily	209,155	01/20/15	\$7,280,365	\$21,115,000	\$7,497,359	1/10/2017	\$27,600,000	31.4%	1.69
Lake Destiny Center II	Office	23,160	12/18/15	\$1,521,657	\$1,524,000	\$1,257,579	2/3/2017	\$3,300,000	74.3%	1.76
Keller Center	Office	159,840	10/07/14	\$9,131,543	\$9,304,400	\$10,231,599	6/1/2018	\$27,950,000	12.7%	1.50
Royal Office Center	Office	139,292	09/19/16	\$5,448,644	\$14,010,000	\$5,533,547	6/5/2019	\$16,850,000	12.8%	1.33
Sarasota Commerce Center	Office	259,247	05/07/15	\$12,337,515	\$37,129,000	\$10,419,995	9/3/2019	\$45,200,000	14.3%	1.64
Kennesaw Commerce Center	Office	305,000	01/27/16	\$11,925,404	\$30,179,000	\$11,410,063	12/3/2019	\$46,100,000	13.4%	1.58
Lake Destiny Center I	Office	57,359	12/18/15	\$3,546,103	\$3,556,000	\$3,508,014	12/20/2019	\$7,000,000	5.7%	1.17
Barrett Commerce Center	Office	197,522	01/13/16	\$6,587,608	\$18,750,000	\$7,635,980	4/14/2021	\$21,150,000	4.8%	1.22
Forest Park II & III	Office	89,176	12/16/16	\$3,501,867	\$8,150,000	\$4,455,630	3/7/2022	\$15,000,000	9.0%	1.49
Tampa Oaks Office Center	Office	104,080	03/23/16	\$4,555,530	\$12,944,000	\$6,990,692	10/6/2022	\$14,500,000	9.0%	1.34
Cary Hospitality	Hotel	66,606	05/25/16	\$8,692,918	\$8,550,000	\$7,699,858	10/28/2022	\$11,700,000	-2.5%	0.89
<b>Total Realized:</b>		<b>1,610,437</b>		<b>\$74,529,154</b>	<b>\$165,211,400</b>	<b>\$435,825,874</b>		<b>\$236,350,000</b>	<b>11.0%</b>	<b>1.43</b>
Unrealized Projected Properties	Property Type	Building Size	Acquisition Date	TerraCap Equity Basis at Purchase	TerraCap Equity Purchase Price	TerraCap's Current Equity Basis				
Huntcrest Commerce Center	Office	394,258	06/01/16	\$22,129,437	\$61,421,320	\$20,769,947				
Sugarloaf Commerce Center	Office	168,153	08/09/16	\$8,447,136	\$25,370,000	\$8,985,000				
<b>Total Projected Unrealized:</b>		<b>562,411</b>		<b>\$30,576,573</b>	<b>\$86,791,320</b>	<b>\$29,754,947</b>				
<b>Total Portfolio:</b>		<b>2,172,848</b>		<b>\$105,105,727</b>	<b>\$252,002,720</b>	<b>\$465,580,821</b>				

Properties highlighted in green are being marketed for sale, or otherwise engaged with a third party to be marketed for sale

- Fund III closed in **July 2016** and has made **19** distributions in **6.5 years** from both yield and capital appreciation.
  - A total of **\$116M** or **97%** of invested capital has been distributed.
    - Fund Level Net IRR as of 12/31/2022 = 9.8%

1. See Important Disclosures, Certain Performance-Related Notes for disclosures regarding gross and unrealized performance.



## TERRACAP PARTNERS IV PORTFOLIO SUMMARY<sup>1</sup>

Realized Properties	Property Type	Building Size	Acquisition Date	TerraCap's Equity Basis at Purchase	Purchase Price	TerraCap's Equity Basis at Disposition	TerraCap Sales Date	TerraCap Sales Price	Realized Net IRR	Realized Net EM
NAVA Arbors	Multifamily	130,291	09/29/17	\$4,925,480	\$12,250,000	\$4,948,994	12/18/2019	\$16,050,000	16.3%	1.40
Resource Square Office Center	Office	245,111	05/24/18	\$13,187,922	\$39,188,000	\$13,221,338	1/10/2020	\$50,400,000	30.2%	1.54
NAVA Holcomb	Multifamily	251,182	09/29/17	\$10,576,737	\$27,336,000	\$10,926,542	9/3/2020	\$39,000,000	17.6%	1.60
Madison Woods (1)	Multifamily	181,544	06/15/17	\$2,641,218	\$13,350,000	\$3,316,401	11/3/2020	\$18,275,000	17.2%	1.70
Olde Battleground (1)	Multifamily	183,160	06/15/17	\$2,885,292	\$13,608,000	\$3,571,167	11/3/2020	\$18,275,000	17.2%	1.70
Terrace Oaks (1)	Multifamily	120,575	06/15/17	\$2,582,587	\$9,240,000	\$3,193,988	11/3/2020	\$12,700,000	17.2%	1.70
NAVA Knolls	Multifamily	314,514	09/29/17	\$14,453,615	\$36,894,000	\$15,067,244	2/11/2021	\$48,400,000	19.9%	1.80
NAVA Crossings	Multifamily	380,070	09/29/17	\$15,993,626	\$39,520,000	\$16,361,443	2/11/2021	\$55,300,000	22.1%	1.94
23 Thirty Residences	Multifamily	216,600	08/17/18	\$10,655,010	\$27,715,000	\$10,880,910	6/21/2021	\$41,100,000	24.1%	1.86
Northwoods Office Center	Office/Flex	100,720	07/24/20	\$2,740,059	\$6,987,000	\$3,884,105	2/1/2022	\$12,700,000	50.0%	1.75
Breckinridge Office Center	Office	253,307	05/25/17	\$7,461,505	\$19,020,000	\$11,058,271	6/8/2022	\$32,662,815	12.6%	1.66
Lake Point Commerce Center	Office/Flex	134,389	07/01/19	\$5,589,641	\$17,625,000	\$5,054,954	9/13/2022	\$24,000,000	20.7%	1.82
<b>Total Realized:</b>		<b>2,511,463</b>		<b>\$93,692,692</b>	<b>\$262,733,000</b>	<b>\$101,485,358</b>		<b>\$368,862,815</b>	<b>19.8%</b>	<b>1.74</b>
Unrealized Projected Properties	Property Type	Building Size (Net)	Acquisition Date	TerraCap's Equity Basis at Purchase	Purchase Price	TerraCap's Current Equity Basis				
Deerfield Office Center	Office	204,690	06/02/17	\$10,470,538	\$28,686,964	\$10,764,942				
Windward Office Center	Office	132,096	06/02/17	\$6,767,525	\$18,513,036	\$6,712,129				
Park Central (2)	Office	215,194	03/01/18	\$9,777,135	\$29,000,000	\$9,553,771				
Addison Office Center	Office	213,583	08/30/18	\$13,193,948	\$38,409,000	\$12,863,364				
Peachtree Tech Office Center	Office/Flex	253,445	11/06/18	\$9,543,809	\$27,919,000	\$7,849,173				
Ashford Office Center	Office	159,154	01/08/19	\$8,249,998	\$24,620,000	\$9,058,096				
Trafalgar Office Center	Office	149,074	02/27/19	\$6,440,260	\$13,800,000	\$7,334,411				
Preston Park Office Center	Office	367,543	03/18/19	\$20,304,996	\$61,000,000	\$21,043,053				
Clairemont Office Center	Office	122,713	04/12/19	\$7,964,489	\$24,360,000	\$6,387,146				
CRS Office Center I, II, & V	Office	337,611	08/21/19	\$19,368,057	\$59,338,675	\$19,500,560				
Denver Corporate Center II & III	Office	381,466	08/30/19	\$23,643,492	\$71,710,000	\$19,775,272				
Centerpoint Office Center	Office	373,724	10/30/19	\$25,495,540	\$77,517,500	\$27,021,374				
CRS Office Center IV	Office	152,308	11/01/19	\$13,199,367	\$24,766,000	\$13,104,896				
Cherry Creek Office Center	Office	335,059	03/10/20	\$17,451,500	\$54,590,500	\$17,937,589				
Cobb Commerce Center	Office/Flex	196,532	07/24/20	\$8,105,145	\$20,706,000	\$8,413,907				
<b>Total Projected Unrealized:</b>		<b>3,594,192</b>		<b>\$199,975,800</b>	<b>\$574,936,675</b>	<b>\$197,319,683</b>				
<b>Total Portfolio:</b>		<b>6,105,655</b>		<b>\$293,668,492</b>	<b>\$837,669,675</b>	<b>\$298,805,041</b>				

(1) Madison Woods, Olde Battleground and Terrace Oaks were owned with a JV Partner. TerraCap's share was 83.5%.

(2) Park Central is owned with a JV Partner. TerraCap's share is 95%.

Properties highlighted in green are being marketed for sale, or otherwise engaged with a third party to be marketed for sale

- Fund IV closed in **July 2019** and has made **14** distributions in **3.5 years** from both yield and capital appreciation.
  - A total of **\$181M** or **58%** of invested capital has been distributed.
    - Fund Level Net IRR as of 12/31/2022 = 11.3%

1. See Important Disclosures, Certain Performance-Related Notes for disclosures regarding gross and unrealized performance.

## TERRACAP PARTNERS V PORTFOLIO SUMMARY<sup>1</sup>

Realized Properties	Property Type	Building Size	Acquisition Date	TerraCap's Equity Basis at Purchase	Purchase Price	TerraCap's Equity Basis at Disposition	TerraCap Sales Date	TerraCap Sales Price	Realized Net IRR	Realized Net EM
Versol Residences	Multifamily	262,608	6/1/21	\$70,535,796	\$70,350,000	\$20,269,383	12/13/2022	\$87,250,000	51.0%	1.92
Orlando International Business Center	Office/Flex	195,619	10/20/20	\$7,879,262	\$24,080,875	\$8,083,173	12/19/2022	\$36,500,000	30.8%	1.72
<b>Total Realized:</b>		<b>458,227</b>		<b>\$78,415,059</b>	<b>\$94,430,875</b>	<b>\$28,352,556</b>		<b>\$123,750,000</b>	<b>43.0%</b>	<b>1.86</b>
Unrealized Projected Properties	Property Type	Building Size (Net)	Acquisition Date	TerraCap's Equity Basis at Purchase	Purchase Price	TerraCap's Current Equity Basis				
Plano Office Center	Office	198,788	10/22/20	\$13,375,731	\$37,859,500	\$13,403,711				
Syracuse Office Center	Office	66,713	10/30/20	\$3,450,226	\$11,577,000	\$3,552,222				
Terrace Office Center	Office	115,050	10/30/20	\$6,686,445	\$17,110,500	\$6,791,523				
Bridgewater Residences	Multifamily	334,352	01/15/21	\$16,570,060	\$52,520,000	\$18,314,259				
Anchor Centre	Office	333,014	01/19/21	\$30,875,434	\$103,515,000	\$30,889,402				
Forest Cove Residences	Multifamily	525,281	02/24/21	\$33,748,010	\$82,615,000	\$34,636,505				
Koll Cotton Center	Office/Flex	225,403	03/19/21	\$10,862,774	\$30,879,875	\$10,635,890				
Denver Corporate Center I	Office	193,113	07/30/21	\$10,176,022	\$31,160,500	\$9,686,992				
Airport Technology Center	Office	198,189	08/12/21	\$24,760,214	\$24,623,500	\$7,865,027				
Enclave Residences	Multifamily	218,412	09/27/21	\$51,333,556	\$50,123,125	\$16,733,556				
Palmetto Residences	Multifamily	177,508	10/18/21	\$37,152,042	\$36,784,200	\$11,619,662				
Peachtree Corners Residences	Multifamily	402,922	11/17/21	\$75,825,032	\$75,750,000	\$24,907,816				
Millenia Residences	Multifamily	408,374	11/24/21	\$103,430,706	\$102,916,125	\$32,695,506				
Crestmont Residences	Multifamily	201,200	12/13/21	\$49,072,065	\$48,985,000	\$16,257,081				
Estero Oaks Residences	Multifamily	314,692	03/07/22	\$95,178,525	\$94,705,000	\$28,585,644				
Central Florida Resource Center	Industrial	198,305	04/29/22	\$35,193,450	\$34,845,000	\$12,907,950				
Amberwood Residences	Multifamily	303,620	05/10/22	\$93,689,115	\$93,223,000	\$28,462,045				
Nordic Resource Center	Industrial	230,400	05/17/22	\$33,663,300	\$33,330,000	\$11,126,093				
Eleven 85 Residences	Multifamily	277,654	06/28/22	\$91,381,509	\$90,926,875	\$29,443,416				
Brier Creek Residences	Multifamily	391,360	07/12/22	\$100,241,213	\$99,742,500	\$33,219,220				
Savannah Gateway I	Industrial	314,133	08/18/22	\$12,440,951	\$34,813,790	\$12,440,951				
Latitude at Presidio	Multifamily	323,274	09/07/22	\$35,403,237	\$99,742,500	\$35,403,237				
Savannah Gateway II	Industrial	790,400	11/17/22	\$28,318,787	\$82,056,210	\$28,318,787				
Dalton Austin Residences	Multifamily	295,770	1/13/23	\$39,309,675	\$98,735,000	\$39,309,675				
Beacon Texas Residences	Multifamily	229,531	1/24/23	\$29,447,334	\$72,791,875	\$29,447,334				
<b>Total Projected Unrealized:</b>		<b>7,267,458</b>		<b>\$1,061,585,410</b>	<b>\$1,541,331,075</b>	<b>\$526,653,502</b>				
<b>Total Portfolio:</b>		<b>7,725,685</b>		<b>\$1,140,000,469</b>	<b>\$1,635,761,950</b>	<b>\$555,006,058</b>				

Properties highlighted in green are being marketed for sale, or otherwise engaged with a third party to be marketed for sale

- Fund V closed in **October 2022** and has made **1** distribution in **6 months** from both yield and capital appreciation.
  - A total of **\$63M** or **10%** of invested capital has been distributed.
  - Fund Level Net IRR as of 12/31/2022 = 12.9%

1. See Important Disclosures, Certain Performance-Related Notes for disclosures regarding gross and unrealized performance.

## TERRACAP PARTNERS V – ACQUISITIONS



### Orlando International Business Center – Orlando, FL (Sold Dec-22)

Rentable Square Feet	195,619
Purchase Price	\$24,080,875 (\$123 PSF)
Sale Price	\$36,500,000 (\$187 PSF)
Acquisition Date	October 20, 2020
Acquisition Occupancy	88% (Market occ. 95%)
Current Occupancy	91%
Acquisition NOI	\$1,616,496
In-Place Rents at Acquisition	\$11.70 PSF
Newest Leases (Average)	\$17.37 PSF
% Increase	48.5%



### Plano Office Center – Plano, TX

Rentable Square Feet	198,788
Purchase Price	\$37,859,000 (\$190 PSF)
Estimated Replacement Cost	\$69,575,800 (\$350 PSF)
Acquisition Date	October 22, 2020
Acquisition Occupancy	88% (Market occ. 80%)
Current Occupancy	89%
Acquisition NOI	\$2,266,385
In-Place Rents at Acquisition	\$22.73 PSF
Newest Leases (Average)	\$25.92 PSF
% Increase	14.0%

Current Occupancy calculated as of the first of the month of this report.



## TERRACAP PARTNERS V – ACQUISITIONS CONTINUED



### DTC Collection Syracuse Office Center – Denver, CO Terrace Office Center – Greenwood Village, CO

<b>Rentable Square Feet</b>	181,763
<b>Purchase Price</b>	\$28,687,500 (\$158 PSF)
<b>Estimated Replacement Cost</b>	\$72,705,200 (\$400 PSF)
<b>Acquisition Date</b>	October 30, 2020
<b>Acquisition Occupancy</b>	93% (Market occ. 84%)
<b>Current Occupancy</b>	84%
<b>Acquisition NOI</b>	\$2,386,308
<b>In-Place Rents at Acquisition</b>	\$24.17 PSF
<b>Newest Leases (Average)</b>	\$26.88 PSF
<b>% Increase</b>	11.2%

Current Occupancy calculated as of the first of the month of this report.



### Bridgewater Residences – Orlando, FL

<b>Number of Units</b>	344
<b>Purchase Price</b>	\$52,520,000 (\$153k per unit)
<b>Estimated Replacement Cost</b>	\$94,600,000 (\$275k per unit)
<b>Acquisition Date</b>	January 15, 2021
<b>Acquisition Occupancy</b>	94% (Market occ. 95%)
<b>Current Occupancy</b>	91%
<b>Acquisition NOI</b>	\$2,679,590
<b>In-Place Rents at Acquisition</b>	\$1,116
<b>Blended Average Rents of Recent Leases</b>	\$1,642
<b>% Increase</b>	47.1%

## TERRACAP PARTNERS V – ACQUISITIONS CONTINUED



### Anchor Centre – Phoenix, AZ

Rentable Square Feet	333,014
Purchase Price	\$103,515,000 (\$311 PSF)
Estimated Replacement Cost	\$152,850,000 (\$459 PSF)
Acquisition Date	January 19, 2021
Acquisition Occupancy	93% (Market occ. 82%)
Current Occupancy	78%
Acquisition NOI	\$6,706,208
In-Place Rents at Acquisition	\$30.41 PSF
Newest Leases (Average)	\$39.75 PSF
% Increase	30.7%



### Forest Cove Residences – Doraville, GA

Number of Units	638
Purchase Price	\$82,615,000 (\$129k per unit)
Estimated Replacement Cost	\$143,550,000 (\$225k per unit)
Acquisition Date	February 24, 2021
Acquisition Occupancy	92% (Market occ. 95%)
Current Occupancy	90%
Acquisition NOI	\$4,309,895
In-Place Rents at Acquisition	\$1,014
Blended Average Rents of Recent Leases	\$1,252
% Increase	23.5%

Current Occupancy calculated as of the first of the month of this report.



## TERRACAP PARTNERS V – ACQUISITIONS CONTINUED



### Koll Cotton Center – Phoenix, AZ

Rentable Square Feet	225,403
Purchase Price	\$30,879,875 (\$137 PSF)
Estimated Replacement Cost	\$61,985,825 (\$275 PSF)
Acquisition Date	March 19, 2021
Acquisition Occupancy	75% (Market occ. 95%)
Current Occupancy	98%
Acquisition NOI	\$1,374,673
In-Place Rents at Acquisition	\$12.93 PSF
Newest Leases (Average)	\$19.28 PSF
% Increase	49.1%



### Versol Residences – Bonita Springs, FL (Sold Dec-22)

Number of Units	240
Purchase Price	\$70,350,000 (\$293k per unit)
Sale Price	\$87,250,000 (\$364k per unit)
Acquisition Date	June 1, 2021
Acquisition Occupancy	95% (Market occ. 87%)
Current Occupancy	95%
Acquisition NOI	\$2,762,055
In-Place Rents at Acquisition	\$1,638
Blended Average Rents of Recent Leases	\$2,668
% Increase	62.9%

Current Occupancy calculated as of the first of the month of this report.

## TERRACAP PARTNERS V – ACQUISITIONS CONTINUED



### Denver Corporate Center I – Denver, CO

Rentable Square Feet	193,113
Purchase Price	\$31,160,500 (\$161 PSF)
Estimated Replacement Cost	\$67,589,550 (\$350 PSF)
Acquisition Date	July 30, 2021
Acquisition Occupancy	76% (Market occ. 83%)
Current Occupancy	64%
Acquisition NOI	\$1,870,555
In-Place Rents at Acquisition	\$25.96 PSF
Newest Leases (Average)	\$28.00 PSF
% Increase	7.9%



### Airport Technology Center – Phoenix, AZ

Rentable Square Feet	198,189
Purchase Price	\$24,623,500 (\$124 PSF)
Estimated Replacement Cost	\$59,456,700 (\$300 PSF)
Acquisition Date	August 12, 2021
Acquisition Occupancy	71% (Market occ. 86%)
Current Occupancy	39%
Acquisition NOI	\$1,963,532
In-Place Rents at Acquisition	\$21.66 PSF
Newest Leases (Average)	\$27.17 PSF
% Increase	25.4%

Current Occupancy calculated as of the first of the month of this report.



## TERRACAP PARTNERS V – ACQUISITIONS CONTINUED



### Enclave Residences – Roswell, GA

Number of Units	236
Purchase Price	\$50,123,125 (\$212k per unit)
Estimated Replacement Cost	\$70,800,000 (\$300k per unit)
Acquisition Date	September 27, 2021
Acquisition Occupancy	98% (Market occ. 97%)
Current Occupancy	96%
Acquisition NOI	\$1,663,420
In-Place Rents at Acquisition	\$1,181
Blended Average Rents of Recent Leases	\$1,466
% Increase	24.1%



### Palmetto Residences – Fort Mill, SC

Number of Units	184
Purchase Price	\$36,784,200 (\$200k per unit)
Estimated Replacement Cost	\$55,200,000 (\$300k per unit)
Acquisition Date	October 18, 2021
Acquisition Occupancy	96% (Market occ. 96%)
Current Occupancy	90%
Acquisition NOI	\$1,336,290
In-Place Rents at Acquisition	\$1,149
Blended Average Rents of Recent Leases	\$1,401
% Increase	21.9%

Current Occupancy calculated as of the first of the month of this report.



## TERRACAP PARTNERS V – ACQUISITIONS CONTINUED



### Peachtree Corners Residences – Norcross, GA

Number of Units	354
Purchase Price	\$75,750,000 (\$214k per unit)
Estimated Replacement Cost	\$106,200,000 (\$300k per unit)
Acquisition Date	November 17, 2021
Acquisition Occupancy	97% (Market occ. 95%)
Current Occupancy	91%
Acquisition NOI	\$2,626,473
In-Place Rents at Acquisition	\$1,230
Blended Average Rents of Recent Leases	\$1,429
% Increase	16.2%



### Millenia Residences – Orlando, FL

Number of Units	371
Purchase Price	\$102,916,125 (\$277k per unit)
Estimated Replacement Cost	\$129,850,000 (\$350k per unit)
Acquisition Date	November 24, 2021
Acquisition Occupancy	98% (Market occ. 97%)
Current Occupancy	96%
Acquisition NOI	\$3,512,868
In-Place Rents at Acquisition	\$1,427
Blended Average Rents of Recent Leases	\$1,897
% Increase	32.9%

Current Occupancy calculated as of the first of the month of this report.

## TERRACAP PARTNERS V – ACQUISITIONS CONTINUED



### Crestmont Residences – Marietta, GA

Number of Units	228
Purchase Price	\$48,985,000 (\$215k per unit)
Estimated Replacement Cost	\$70,800,000 (\$300k per unit)
Acquisition Date	December 13, 2021
Acquisition Occupancy	90% (Market occ. 97%)
Current Occupancy	92%
Acquisition NOI	\$1,718,278
In-Place Rents at Acquisition	\$1,222
Blended Average Rents of Recent Leases	\$1,462
% Increase	19.6%



### Estero Oaks Residences – Fort Myers, FL

Number of Units	280
Purchase Price	\$94,750,000 (\$338k per unit)
Estimated Replacement Cost	\$98,000,000 (\$350k per unit)
Acquisition Date	March 7, 2022
Acquisition Occupancy	93% (Market occ. 94%)
Current Occupancy	90%
Acquisition NOI	\$2,621,905
In-Place Rents at Acquisition	\$1,653
Blended Average Rents of Recent Leases	\$2,314
% Increase	40.0%

Current Occupancy calculated as of the first of the month of this report.



## TERRACAP PARTNERS V – ACQUISITIONS CONTINUED



### Central Florida Resource Center – Oviedo, FL

Rentable Square Feet	198,305
Purchase Price	\$34,875,000 (\$176 PSF)
Estimated Replacement Cost	\$54,533,875 (\$275 PSF)
Acquisition Date	April 29, 2022
Acquisition Occupancy	100% (Market occ. 96%)
Current Occupancy	93%
Acquisition NOI	\$1,300,791
In-Place Rents at Acquisition	\$8.36 PSF
Newest Leases (Average)	\$13.33 PSF
% Increase	59.4%



### Amberwood Residences – Cary, NC

Number of Units	340
Purchase Price	\$93,223,000 (\$274k per unit)
Estimated Replacement Cost	\$119,000,000 (\$350k per unit)
Acquisition Date	May 10, 2022
Acquisition Occupancy	96% (Market occ. 94%)
Current Occupancy	89%
Acquisition NOI	\$3,166,584
In-Place Rents at Acquisition	\$1,241
Blended Average Rents of Recent Leases	\$1,385
% Increase	11.6%

Current Occupancy calculated as of the first of the month of this report.

## TERRACAP PARTNERS V – ACQUISITIONS CONTINUED



### Nordic Resource Center – Pooler, GA

Rentable Square Feet	230,400
Purchase Price	\$33,330,000 (\$145 PSF)
Estimated Replacement Cost	\$63,360,000 (\$275 PSF)
Acquisition Date	May 17, 2022
Acquisition Occupancy	100% (Market occ. 98%)
Current Occupancy	100%
Acquisition NOI	\$1,347,840
In-Place Rents at Acquisition	\$5.85 PSF
Newest Lease (Single Tenant)	Lease Expires in 2024
% Increase	Lease Expires in 2024



### Eleven 85 Residences – Atlanta, GA

Number of Units	288
Purchase Price	\$90,926,875 (\$316k per unit)
Estimated Replacement Cost	\$115,200,000 (\$400k per unit)
Acquisition Date	June 28, 2022
Acquisition Occupancy	92% (Market occ. 97%)
Current Occupancy	92%
Acquisition NOI	\$3,014,819
In-Place Rents at Acquisition	\$1,736
Blended Average Rents of Recent Leases	\$1,737
% Increase	0.1%

Current Occupancy calculated as of the first of the month of this report.



## TERRACAP PARTNERS V – ACQUISITIONS CONTINUED



### Brier Creek Residences – Morrisville, NC

<b>Number of Units</b>	346
<b>Purchase Price</b>	\$99,742,500 (\$288k per unit)
<b>Estimated Replacement Cost</b>	\$138,400,000 (\$400k per unit)
<b>Acquisition Date</b>	July 12, 2022
<b>Acquisition Occupancy</b>	97% (Market occ. 94%)
<b>Current Occupancy</b>	86%
<b>Acquisition NOI</b>	\$3,601,370
<b>In-Place Rents at Acquisition</b>	\$1,425
<b>Blended Average Rents of Recent Leases</b>	\$1,515
<b>% Increase</b>	6.3%



### Savannah Gateway I – Rincon, GA

<b>Rentable Square Feet</b>	314,133
<b>Purchase Price</b>	\$34,813,790 (\$111 PSF)
<b>Estimated Replacement Cost</b>	\$62,830,000 (\$200 PSF)
<b>Acquisition Date</b>	August 18, 2022
<b>Acquisition Occupancy</b>	100% (Market occ. 99%)
<b>Current Occupancy</b>	100%
<b>Acquisition NOI</b>	\$1,317,093
<b>In-Place Rents at Acquisition</b>	\$4.15 PSF
<b>Newest Lease (Single Tenant)</b>	Lease Expires in 2029
<b>% Increase</b>	Lease Expires in 2029

Current Occupancy calculated as of the first of the month of this report.

## TERRACAP PARTNERS V – ACQUISITIONS CONTINUED



### Latitude Residences – Cedar Park, TX

Number of Units	337
Purchase Price	\$99,742,500 (\$296k per unit)
Estimated Replacement Cost	\$134,800,000 (\$400k per unit)
Acquisition Date	September 7, 2022
Acquisition Occupancy	96% (Market occ. 93%)
Current Occupancy	96%
Acquisition NOI	\$3,224,398
In-Place Rents at Acquisition	\$1,747
Blended Average Rents of Recent Leases	\$1,873
% Increase	7.2%



### Savannah Gateway II – Rincon, GA

Rentable Square Feet	790,400
Purchase Price	\$82,056,210 (\$111 PSF)
Estimated Replacement Cost	\$158,080,000 (\$200 PSF)
Acquisition Date	November 11, 2022
Acquisition Occupancy	65% (Market occ. 99%)
Current Occupancy	65%
Acquisition NOI	\$3,466,221
In-Place Rents at Acquisition	\$5.35 PSF
Newest Lease (Single Tenant)	New Acquisition
% Increase	New Acquisition

Current Occupancy calculated as of the first of the month of this report.



## TERRACAP PARTNERS V – ACQUISITIONS CONTINUED



### Dalton Austin Residences – Pflugerville, TX

Number of Units	350
Purchase Price	\$98,735,000 (\$282k per unit)
Estimated Replacement Cost	\$140,000,000 (\$400k per unit)
Acquisition Date	January 13, 2023
Acquisition Occupancy	74% (Market occ. 92%)
Current Occupancy	67%
Acquisition NOI	\$2,306,095
In-Place Rents at Acquisition	\$1,769
Blended Average Rents of Recent Leases	New Acquisition
% Increase	New Acquisition



### Beacon Texas Residences – Pflugerville, TX

Number of Units	258
Purchase Price	\$72,791,875 (\$282k per unit)
Estimated Replacement Cost	\$103,200,000 (\$400k per unit)
Acquisition Date	January 24, 2023
Acquisition Occupancy	53% (Market occ. 92%)
Current Occupancy	67%
Acquisition NOI	(\$10,131)
In-Place Rents at Acquisition	\$1,759
Blended Average Rents of Recent Leases	New Acquisition
% Increase	New Acquisition

Current Occupancy calculated as of the first of the month of this report.



## TERRACAP PARTNERS V – DISPOSITIONS



### Versol Residences – Bonita Springs, FL

Acquisition Date	June 2021
Status	Realized
Realization Date	December 2022
TerraCap Price	\$70,350,000
Sale Price (2022)	\$87,250,000
Swap Breakage Fee	\$3,845,000
Total Sale Proceeds	\$91,095,000
Net XIRR	51.0%
Net Equity Multiple	1.92x



### Orlando International Business Center – Orlando, FL

Acquisition Date	October 2020
Status	Realized
Realization Date	December 2022
TerraCap Price	\$24,080,875
Sale Price (2022)	\$36,500,000
Net XIRR	30.8%
Net Equity Multiple	1.72x

## TERRACAP PARTNERS VI LP – SUMMARY OF KEY TERMS

<b>Targeted Fund Size</b>	\$500 million
<b>Targeted Returns</b>	14% Net IRR
<b>Targeted # of Investments</b>	25-30 assets with invested equity ranging from \$20 million to \$40 million each
<b>Investment Period</b>	2 years from the Final Closing Date
<b>Term</b>	8 years from the Final Closing Date, subject to two 1-year extensions
<b>Management Fee</b>	1.5% on Committed Capital until termination of the Investment Period; thereafter 1.5% on Invested Capital. LP > \$30M 1.25%
<b>GP Commitment</b>	1.5% of aggregate Capital Commitments
<b>Distributions</b>	100% return of invested capital (including the management fee), 8% compounded preferred return, 50/50 catch up thereafter, 80/20 split, (LP > \$30.1M: 85/15 split - with side letter)

**First Closing Incentives: 85/15 profit split vs. 80/20 for later investors**

**0.75% Year-1 Management Fee**

**+8% Notional Interest Received from Follow-on Investors**

\*The specific terms of an investment in Fund VI are subject to the Offering Documents. Such terms may change from the time you receive these materials and the time you receive the Offering Documents. Return targets or objectives, if any, are used for measurement or comparison purposes and only as a guideline for prospective investors to evaluate a particular investment program's investment strategies and accompanying information. Targeted returns reflect subjective determinations by TerraCap based on a variety of factors, including, among others, internal modeling, investment strategy, prior performance of similar products (if any), volatility measures, risk tolerance and market conditions. Performance may fluctuate, especially over short periods. Targeted returns should be evaluated over the time period indicated and not over shorter periods. Targeted returns are not intended to be actual performance and should not be relied upon as an indication of actual or future performance.



### Summary

<b>Strategy</b>	Value-Add
<b>Acquisition Date</b>	May 2018
<b>Status</b>	Realized
<b>Realization Date</b>	January 2020
<b>TerraCap Price</b>	\$39,188,000
<b>Total Equity at Exit</b>	\$13,220,922
<b>Sale Price (2019)</b>	\$50,400,000
<b>Net XIRR</b>	30.2%
<b>Net Equity Multiple</b>	1.54x



### Transaction Overview:

- ❖ Acquisition of two Class A office buildings totaling 244,772 SF in Orlando, Florida.
- ❖ Went under contract at 85% occupancy, closed at 94% occupancy, and sold asset at 100%.
- ❖ At acquisition, rates were at \$25.00 PSF and were pushed to over \$29.00 PSF during hold period.
- ❖ NOI increased by \$1.3M during hold period.

### Strategy-Value-Add:

- ❖ The existing tenants had a large gap between their current rents and market rents. As their leases expired, their rents were rolled to market rates. Over an 18-month period, 9 leases were executed and there were virtually no vacates at expiration of leases.
- ❖ Anchor tenant General Dynamics occupied 44k SF at acquisition. While this tenant had term, there was some question as to their renewal certainty. With limited supply we felt this tenant would need to renew in place and were able to negotiate an early extension by 5 years and expand General Dynamics by 22k SF.

### Status:

- ❖ Closed on 1/10/2020 with a Levered Net IRR of 30.2% and a Net Equity Multiple of 1.54x.

See Pages 51-53 for important disclosures. Past performance is not indicative of future results and there can be no assurance that Fund VI or investments by Fund VI, as the context requires, will achieve comparable results. References to past performance are not a guarantee, projection or prediction for Fund VI, nor are they necessarily indicative of future results for Fund VI. The transaction described above has been selected for illustrative purposes only to show a type of investment that has been pursued. It should not be assumed that all investments made by the Funds will be comparable in nature or performance to the investment described above. In addition, see Page 13 for a performance summary and complete list of each investment in Fund IV, including Net Fund-Level Performance.



### Summary

<b>Strategy</b>	Rent-Growth
<b>Acquisition Date</b>	June 2021
<b>Status</b>	Realized
<b>Realization Date</b>	December 2022
<b>TerraCap Price</b>	\$70,350,000
<b>Total Equity at Exit</b>	\$20,270,700
<b>Sale Price (2022)</b>	\$87,250,000
<b>Swap Breakage Fee</b>	\$3,845,000
<b>Total Sales Proceeds</b>	\$91,095,000
<b>Net XIRR</b>	51.0%
<b>Net Equity Multiple</b>	1.92x



### Transaction Overview:

- ❖ Acquisition of 240-unit Class A apartment complex located in Bonita Springs, FL.
- ❖ No major capital expenditure, the vacancy rate in Southern Lee County submarket had fallen noticeably over the last year and market rents have increased more than expected, so we can push rents organically.
- ❖ Hold for 1 year; value appreciation through strong rent growth, increased interest in multifamily market leading to an increase in purchase prices.

### Strategy-Rent-Growth:

- ❖ Upon acquisition, we were able to quickly raise rents by a substantial amount. By October, some units were receiving rent increases in excess of \$1,000/mo upon renewal. This was due in part to the prior owner's lease up strategy of maximizing leasing velocity with below market rates, and due in part to rising market rents in general. Market rents have leveled off in the submarket, but due to the prior owner's offering of leases up to 24 months, we continue to see rising income as we still have renewals with large mark to markets.

### Status:

- ❖ Successful disposition in December 2022, generating a Net IRR of 51.0% and a Net Equity Multiple of 1.92x.

See Pages 51-53 for important disclosures. Past performance is not indicative of future results and there can be no assurance that Fund VI or investments by Fund VI, as the context requires, will achieve comparable results. References to past performance are not a guarantee, projection or prediction for Fund VI, nor are they necessarily indicative of future results for Fund VI. The transaction described above has been selected for illustrative purposes only to show a type of investment that has been pursued. It should not be assumed that all investments made by the Funds will be comparable in nature or performance to the investment described above. In addition, see Page 14 for a performance summary and complete list of each investment in Fund V, including Net Fund-Level Performance.





Summary	
Strategy	Value-Add
Acquisition Date	October 2020
Status	Realized
Realization Date	December 2022
TerraCap Price	\$24,080,875
Total Equity at Exit	\$9,277,821
Sale Price (2022)	\$36,500,000
Net XIRR	30.8%
Net Equity Multiple	1.72x

**Transaction Overview:**

- ❖ Acquisition of six single-story office/flex buildings totaling 195,619 square feet.
- ❖ The buildings needed value-add renovations, increased industrial demand in SE Orange County allowed us to push rates organically.
- ❖ Hold for 2 years; Our initial projection was for a 3-year hold period with a disposition in late 2023, but given the strong property performance and favorable market conditions we lowered our hold period to 2 years.

**Strategy-Value-Add:**

- ❖ At acquisition, the prior owner spent very little on CapEx. We planned to spend approximately \$2.8m in CapEx. \$1.6m of that is budgeted for roof replacements. revenues have exceeded plan and expenses have been less than forecasted.

**Status:**

- ❖ Successful disposition in December 2022, generating a Net IRR of 30.8% and a Net Equity Multiple of 1.72x.

See Pages 51-53 for important disclosures. Past performance is not indicative of future results and there can be no assurance that Fund VI or investments by Fund VI, as the context requires, will achieve comparable results. References to past performance are not a guarantee, projection or prediction for Fund VI, nor are they necessarily indicative of future results for Fund VI. The transaction described above has been selected for illustrative purposes only to show a type of investment that has been pursued. It should not be assumed that all investments made by the Funds will be comparable in nature or performance to the investment described above. In addition, see Page 14 for a performance summary and complete list of each investment in Fund V, including Net Fund-Level Performance.



### Summary

<b>Strategy</b>	Value-Add
<b>Acquisition Dates (3 Separate Acq.)</b>	August 2012-July 2013
<b>Status</b>	Realized
<b>Realization Date</b>	April 2015
<b>TerraCap Price</b>	\$20,919,998
<b>Total Equity at Exit</b>	\$8,428,486
<b>Sale Price (2015)</b>	\$40,000,000
<b>Net XIRR</b>	31.7%
<b>Net Equity Multiple</b>	1.49x



### Transaction Overview:

- Assemblage of three office-flex parks totaling 515,628 SF and 15 buildings.
- Acquired first park (7 buildings) through a deed-in-lieu of foreclosure with previous owner and lender.
- Acquired second park (4 buildings) through a distressed sale from a Special Servicer.
- Acquired third park (4 buildings) through the creation of a joint venture with the original developer.
- Created a property assemblage with the ownership of 15 of the 22 buildings of the Gateway Office Park, next to JetBlue Park and International Airport in Ft. Myers.

### Strategy-Opportunistic:

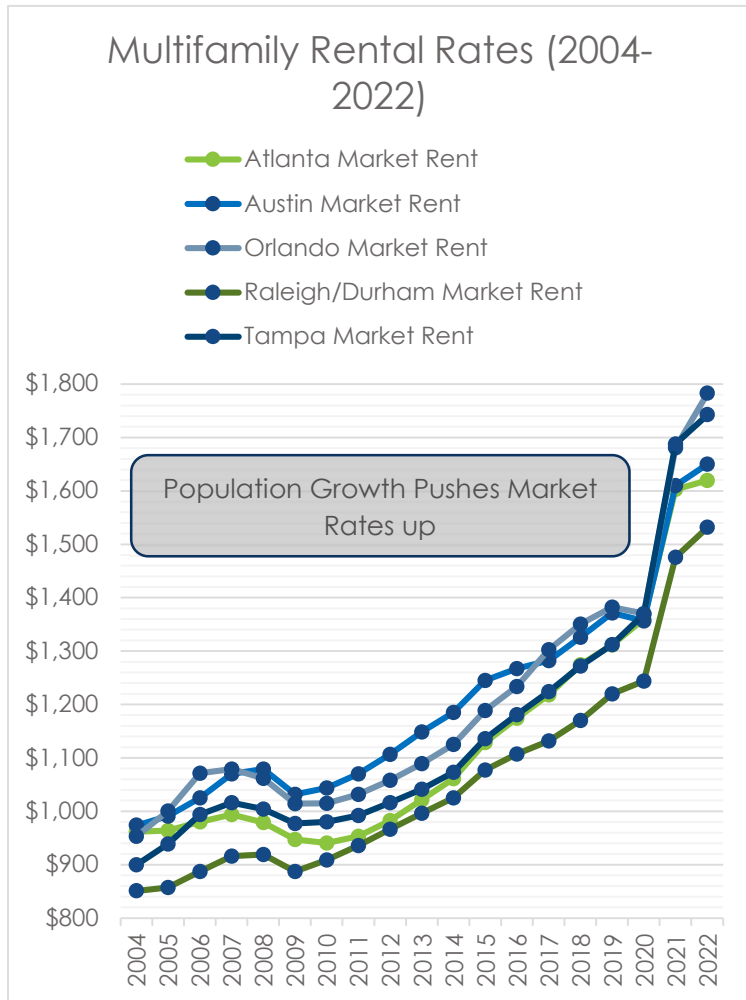
- Hired new management and leasing team to increase operational efficiencies and push rental rates.
- Through the assemblage strategy, we increased average gross rents from \$9.83 PSF at acquisition to \$11.18 PSF at exit, an increase of 6.9% per year.
  - Occupancy increased from 56% at acquisition to 75% at exit.
- Refinancing event in January 2014 allowed early distribution in the amount of \$13.5M, which reduced basis to \$8.4M— while reducing risk.
- In April 2015, Fund II closed on the sale of our interest in the property for \$40M (\$77.67/SF). This represented a 5.6% cap rate on trailing 12-month NOI.

### Status:

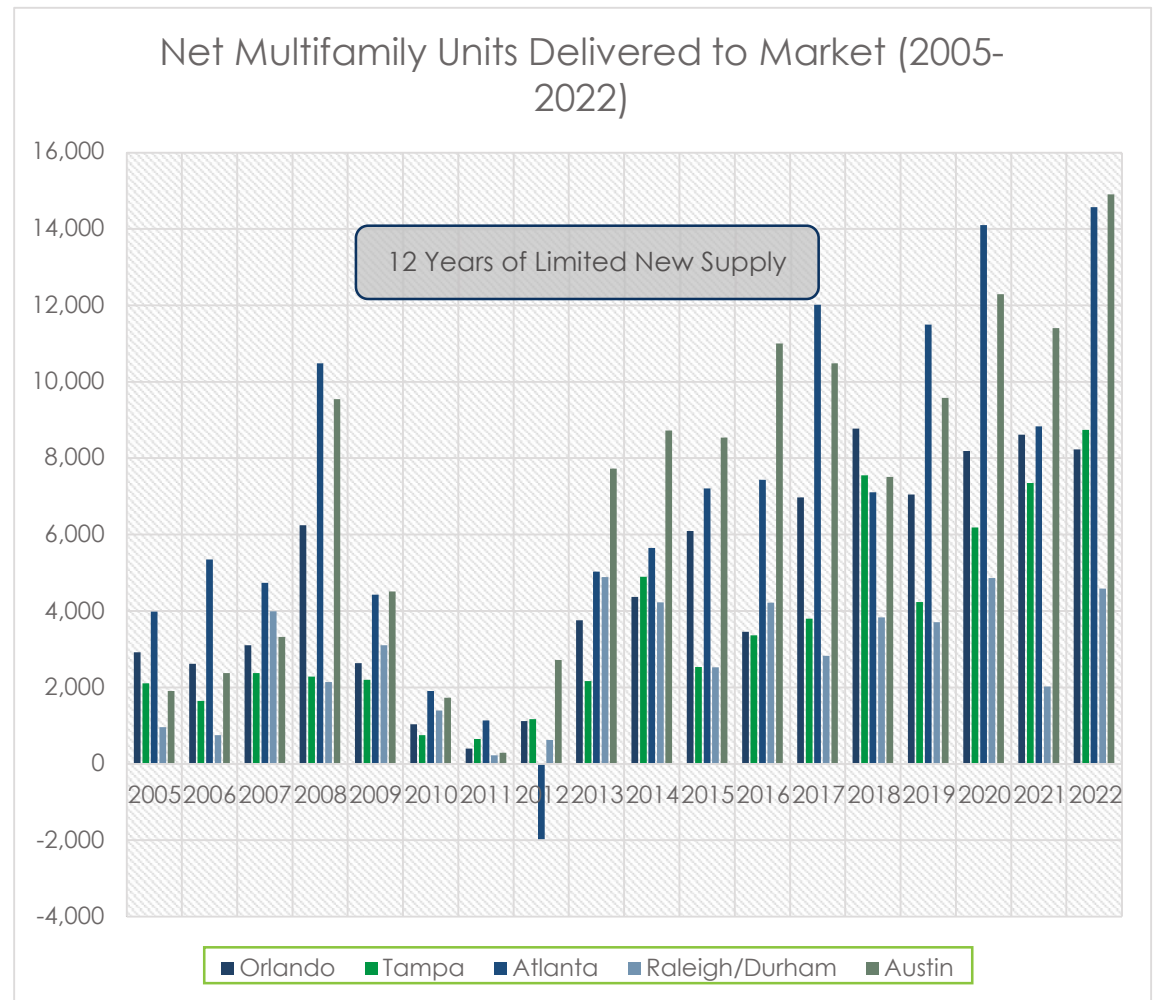
- Successful disposition in April 2015, generating a Net IRR of 31.7% and a Net Equity Multiple of 1.49x.

See Pages 51-53 for important disclosures. Past performance is not indicative of future results and there can be no assurance that Fund VI or investments by Fund VI, as the context requires, will achieve comparable results. References to past performance are not a guarantee, projection or prediction for Fund VI, nor are they necessarily indicative of future results for Fund VI. The transaction described above has been selected for illustrative purposes only to show a type of investment that has been pursued. It should not be assumed that all investments made by the Funds will be comparable in nature or performance to the investment described above. In addition, see Page 11 for a performance summary and complete list of each investment in Fund II, including Net Fund-Level Performance.

LIMITED SUPPLY AND POPULATION GROWTH IN HIGH DEMAND MARKETS DRIVES VALUE CREATION



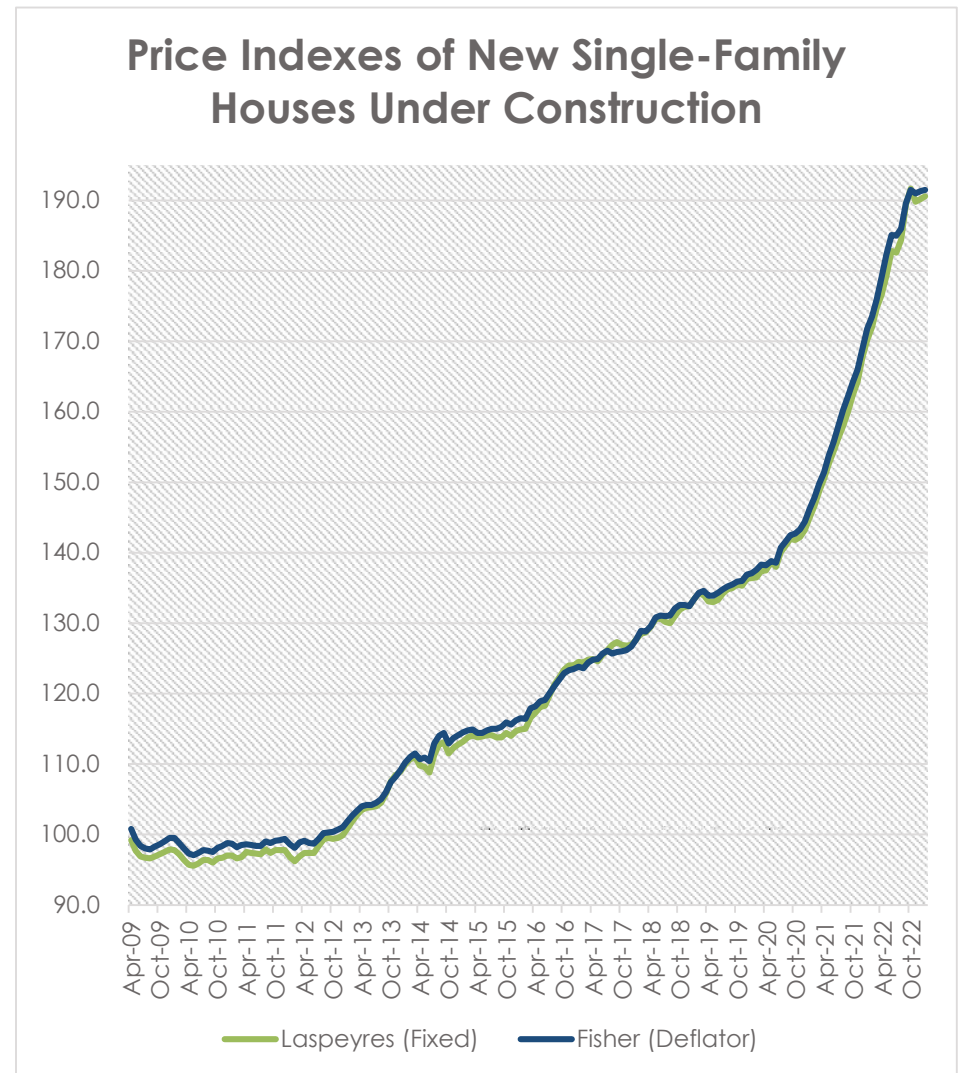
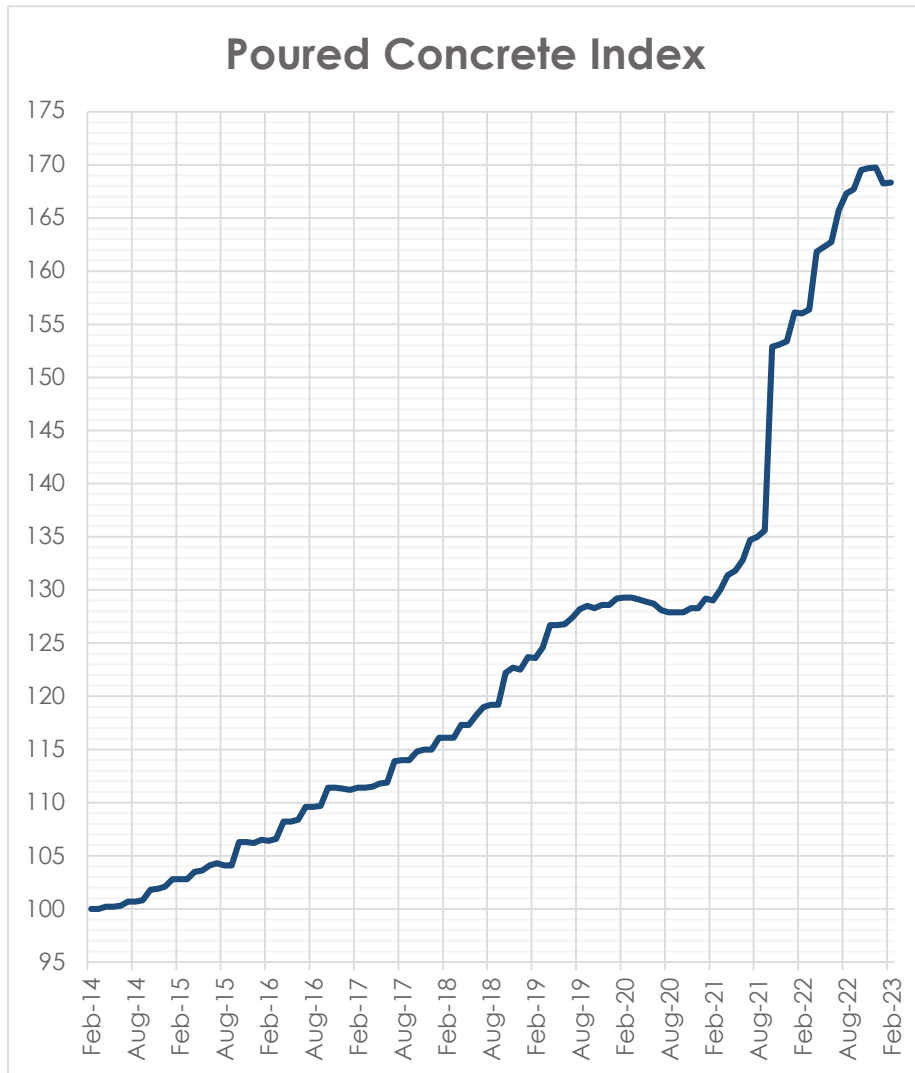
Source: CoStar Property®



Source: CoStar Property®



## RIISING COST OF CONSTRUCTION



November 2022 – Feb 2023 are published preliminary figures only provided by the U.S. Bureau of Labor Statistics and should not be relied upon but are incorporated to show the general trending of the index.

Source: U.S. Bureau of Labor Statistics, PPI - New nonresidential building construction, Poured concrete foundation and structure contractors, <https://data.bls.gov/timeseries/PCU236400236400224>

Source: Census Bureau, January 2005 – January 2023, <https://www.census.gov/construction/cpi/>

## APPENDICES

## INVESTMENT STYLE

### Cash Flow Enhancement

Diversified investment strategy targeting assets that provide an opportunity to improve the physical quality of the property and the Net Operating Income.

### Diversification

Tactical investors efficiently able to move in and out of select geographies and property types to seek to capture attractive risk adjusted investment opportunities.

### Downside Protection

Seek to create a margin of safety through conservative underwriting, buying below replacement cost, moderate leverage, and deal structuring.



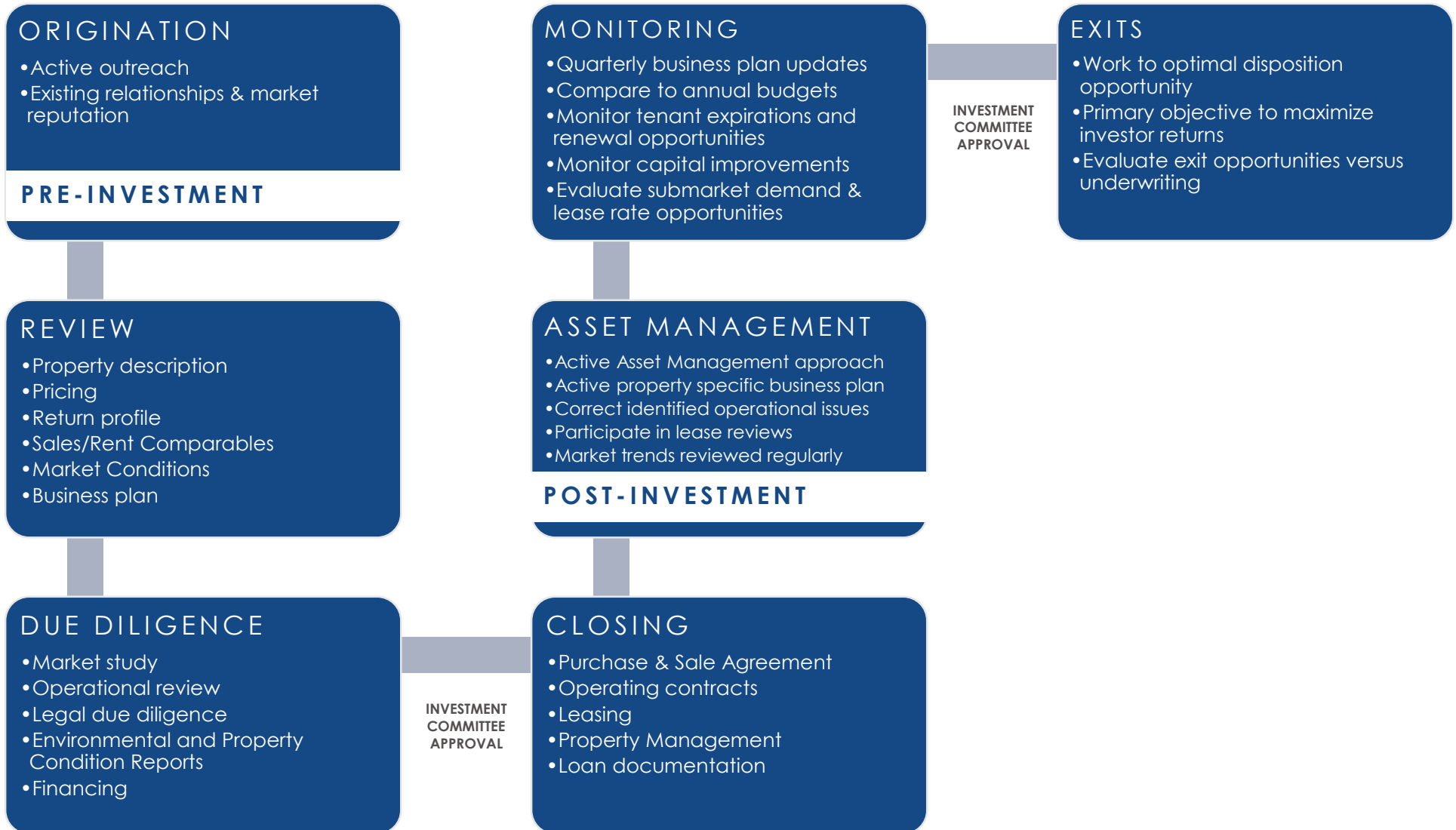
### Asset Management

Seek to create Alpha at the property level through active asset management and savings realized through improved efficiencies and stronger leasing initiatives.

### Exit Strategy

Seek to stabilize and reposition assets over an average of 3-5 years and sell to institutional and local real estate investors focused on steady cash yield.

## INVESTMENT PROCESS



## SENIOR MANAGEMENT – INVESTMENT COMMITTEE

### W. Stephen Hagenbuckle – Founder and Managing Partner

Mr. Hagenbuckle is the founder and managing partner of TerraCap Management. He has been a successful developer, builder, and investor in commercial real estate since July 1996. Since that time, he has participated in over \$4 billion of transactions across major commercial real estate property types. His transaction experience ranges from being a private principal investor to private equity multi-fund sponsor and investment manager covering major property types.

He was a founding shareholder of commercial bank Landmark Bank N.A. and Giantbank.com of Fort Lauderdale and was a Board Member and Secretary of the bank for 10 years (beginning in the summer of 2000 until 2010).

In the 1990s, he co-founded and sold multiple technology companies to both public and private entities. These companies include Techware Consulting, a technical consulting firm, from December 1995 to November 1997 (sold to CBR NYSE); Orus Information Services, a technical consulting firm, from January 1999 to February 2003; Collegiate Images, a sports media digitization, protection, policing and resale company, from August 2000 to October 2008 (sold to XOS); and LandmarkBank, N.A./GiantBank.com, a commercial banking – internet banking business, from 2000 to 2017 (sold to HOMB NASDAQ).

Mr. Hagenbuckle has been a guest on CNBC, Bloomberg TV and Fox where he has discussed real estate market trends and opportunities, along with US banking. He has lectured at multiple universities at the graduate and undergraduate levels. Mr. Hagenbuckle is a Florida native who grew up in the Naples, Florida area and is a graduate of the College of Business from the University of Florida.

Mr. Hagenbuckle has been a licensed Florida Real Estate Broker since July 2007, a member of the National Association of Realtors since January 2004, has been an active member of ICSC since 2012, and a member of ULI since 2006. He and TerraCap Management, LLC are two-time recipients (2015 and 2016) of the Gator 100 Award, for the fastest growing active companies founded by University of Florida Alumni. Mr. Hagenbuckle is on the University of Florida National Foundation Board as well as the Executive Board and Chairman's Circle at the Bergstrom Center for Real Estate Studies at the University of Florida.



## Albert S. Livingston – National Director of Asset Management, Partner

Albert Livingston, Director of Asset Management, joined the Investment Manager in 2013 and is responsible for maximizing the value, through oversight of asset management, of TerraCap's portfolio. Mr. Livingston is responsible for establishing management operations in expansion markets and provides support to the acquisition team's efforts. Mr. Livingston has over 20 years' experience in acquisitions, financing, development, redevelopment, land entitlement, design, permitting, asset management, and dispositions of commercial real estate throughout the Southeast and Midwest. In this capacity, Mr. Livingston has managed in excess of \$3 billion in acquisitions and dispositions, and over 10 million square feet of ground up development and redevelopment. Mr. Livingston developed a foundation in real estate as a civil/environmental engineer and has worked for a variety of domestic and international private equity and institutional investment groups, including Daniel Corporation, Taurus Investment Holdings, and HDG Mansur. Mr. Livingston holds a Bachelor of Engineering in Civil Engineering from Vanderbilt University (May 1995) and a Master's in Real Estate Finance from the University of Florida (August 2000). Additionally, he is a Certified Commercial Investment Member (CCIM) designee (October 2002), a licensed professional engineer (May 2001), a Leadership in Energy and Environmental Design Accredited Professional (LEED AP) (August 2006), a licensed realtor in the State of Florida has taught several courses at the University of Central Florida and the University of Alabama as an adjunct professor, and is on the Editorial Review Board for the Commercial Investment Real Estate magazine.



## Matt Stewart – Director of Asset Management, Partner

Matt Stewart, Director of Asset Management for Georgia, is currently responsible for a portfolio of 2.5 million square feet of office and 1.2 million square feet of multi-family assets for the Investment Manager. Mr. Stewart has 25 years of experience in accounting, asset management, underwriting, valuation, mortgage finance, acquisitions, and dispositions of all types of commercial real estate assets nationwide for institutional investors. Prior to joining the Investment Manager in 2017, Mr. Stewart spent 11 years at Trimont Real Estate Advisors managing large complex assets and leading teams of asset managers responsible for the management and resolution of over \$3 billion of commercial real estate assets. Mr. Stewart began his career with BDO Siedman, Ernst and Young, Cornerstone Properties REIT, Ginn Development Company, and Prudential learning the fundamentals of commercial real estate accounting, finance, valuation, land development, brokerage, acquisitions, asset management, and dispositions. Mr. Stewart earned a Master of Accounting and Bachelor of Science in Business Administration from The University of North Carolina at Chapel Hill and earned his CPA license in 1996.



## Stephen E. Good – National Director of Acquisitions, Partner

In his role as Director of Acquisitions, Stephen Good is responsible for the sourcing, underwriting, financing, structuring, and closing of commercial acquisitions in accordance with the Investment Manager's overall investment criteria. Mr. Good is an experienced real estate professional with expertise in development, asset management, construction management, acquisition/disposition, debt financing, leasing strategies, financial reporting and operations and has overseen over six million square feet of assets during his career. Mr. Good has managed portfolios of retail, office, multi-family, hotel, land and self-storage asset types. He has also been involved in successful turn-around roles of distressed assets in foreclosure or receivership. Since joining TerraCap in 2012, Mr. Good has over \$3 billion dollars in transaction volume and has overseen management of 10 million square feet of assets. In addition, he has helped secure over \$1.5 billion dollars in debt origination for acquisitions or refinancing.

Prior to joining the Investment Manager, Mr. Good was a Senior Vice President with NAI Hallmark Partners in Jacksonville, Florida, a commercial real estate management and development firm. His previous roles with publicly-traded real estate investment trusts have included serving the executive team as a Financial Analyst for U Store It (NYSE: CUBE) and Developers Diversified Realty (NYSE: DDR) as a Property Accountant from July 2004 to July 2007. Mr. Good graduated from Kent State University with a Bachelor of Science in Business Administration in June 2004 with a focus on Corporate Finance and is a licensed realtor in the State of Florida. Mr. Good is also a veteran of the United States Army (1995-1998), serving as an Infantry Rifleman for the historic 7th Cavalry Regiment, while attached to the 1st Cavalry Division.



## Matthew Hart, CFA® – Director of Investment Analytics, Partner

Matthew Hart, CFA®, Director of Investment Analytics, joined TerraCap in July 2014 as Financial Analyst after working as an Asset Management/Accounting Intern with TerraCap in the previous summer. He is responsible for the research and underwriting of potential assets, and coordinates with lenders to provide financing for purchases, assists with the closing of acquisitions and dispositions, tracks and maintains the data of owned properties, and supervises the creation of the quarterly business plans for each asset. Mr. Hart has supervised over \$2 billion in acquisitions and dispositions of office, flex/industrial, hotel, and multifamily properties since joining the Investment Manager in 2014. He has also coordinated the closings of over \$1.5 billion in debt financing for those acquisitions. Mr. Hart received his Bachelor of Science in Business Administration from the University of Florida with a concentration in Finance and a Minor in Accounting. The CFA designation is globally recognized and attests to a charterholder's success in a rigorous and comprehensive study program in the field of investment management and research analysis.





## Chris Thompson, Director of Asset Management, Partner

Chris Thompson, Director of Asset Management, is responsible for the leasing and strategic management of assets located in Colorado, Texas, and Arizona. Mr. Thompson oversees a portfolio of 1.7 million square feet of office and opened the TerraCap Denver Office in June 2020. Mr. Thompson also oversees TerraCap's Insurance Policies and Annual Property Appraisals. Chris joined TerraCap in February 2016 as a Financial Analyst where he provided support to the National Director of Asset Management. Chris has over 10 years of real estate industry experience, which includes working with real estate developers and a publicly traded financial institution.

Prior to joining TerraCap, Chris worked at The Kolter Group and Raymond James Tax Credit Funds where he was responsible for financial analysis, modeling and budgeting, debt origination, reviewing due diligence, analyzing market data, and providing investment analysis. In these roles, Chris participated in over 30 transactions that led to the placement of \$300 million in equity capital.

Chris has earned three degrees from the University of Florida: Master in Business Administration (2016), Master of Science in Management (2009), and Bachelor of Science in Construction Management (2008). He is also involved in Urban Land Institute, Society of Real Estate Professionals, and the University of Florida's Bergstrom Council.



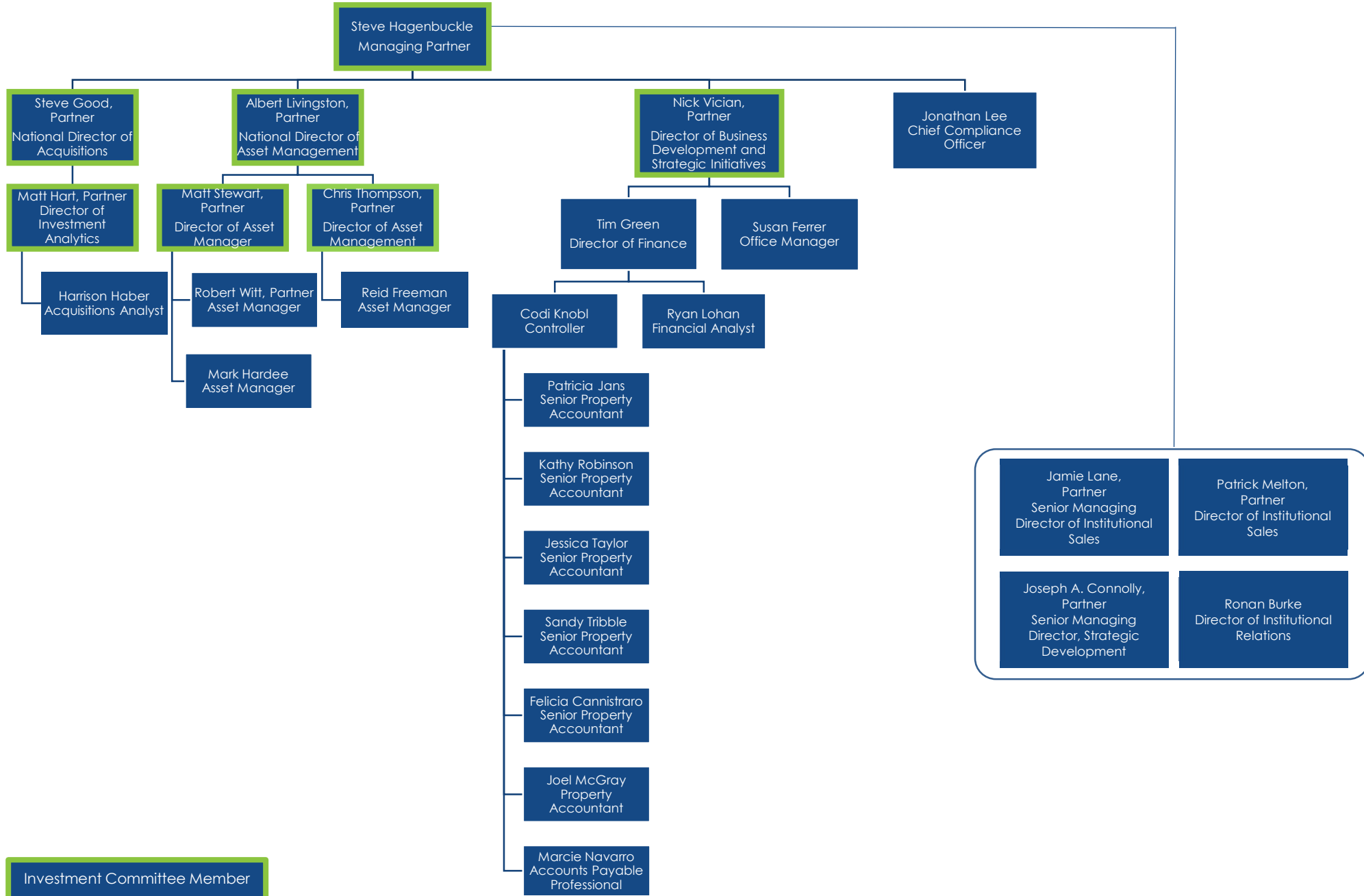
## Nicholas Vician, Director of Business Development and Strategic Initiatives, Partner

Nicholas Vician, Director of Business Development and Strategic Initiatives, is responsible for identifying, researching, and implementing new investment strategies to expand TerraCap Management's presence in growth markets across the United States. Mr. Vician works closely with the acquisitions and asset management teams on refining investment initiatives to include new opportunities in the multifamily, industrial, and affordable housing sectors in both new and existing markets. Additionally, Mr. Vician is involved in capital raising initiatives at the Investment Manager.

Mr. Vician has extensive experience in real estate finance, development and redevelopment, acquisitions and dispositions, leasing strategies, and asset management. He has worked on large portfolios of all major commercial real estate asset classes. Most recently, Mr. Vician's focus was on the development, management, and repositioning of Class A properties throughout California.

Prior to joining the Investment Manager, Mr. Vician was a Senior Director of Real Estate Investment & Analysis at Irvine Company in Newport Beach, California, the largest privately held real estate owner/developer in the United States with 126 million square feet of holdings valued at over \$100 billion. Mr. Vician received his Master of Business Administration in Finance and Business Analytics from the Kelley School of Business at Indiana University in 2013. He received his Bachelor of Science in Finance from DePaul University in 2007.





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TerraCap is a member and supporter of the following state organizations:



## IMPORTANT DISCLOSURES

This information is for illustration and discussion purposes only. It is not intended to be, nor should it be construed or used as investment, tax, or financial advice, any recommendation, or an offer to sell, or a solicitation of any offer to buy, an interest in any security, including an interest in TerraCap Partners VI (HNW) LP and TerraCap Partners VI (Institutional) LP collectively, ("Fund VI") or in any other fund managed or advised by TerraCap Management, LLC or its affiliates ("TerraCap"). Any offer or solicitation of an investment may be made only by delivery of Fund VI's confidential offering documents (collectively, the "Offering Documents") to qualified investors. The Offering Documents contain additional information, including information regarding certain risks of investing which are material to any decision to invest in Fund VI. Prospective investors should review carefully and rely solely on the Offering Documents and should consult with their tax, legal, ERISA, and financial advisors before making any investment decision. An investment in Fund VI is not suitable for all prospective investors.

Past performance of other funds managed by TerraCap or its affiliates is not indicative of future results. The performance reflected herein and the performance for any given investor may differ due to various factors including, without limitation, the timing of subscriptions and applicable management fees and performance-based compensation. No representation is made that Fund VI will or is likely to achieve its objectives, that TerraCap's investment process or risk management will be successful, or that an investor in Fund VI will or is likely to achieve results comparable to those shown or will make any profit or will not suffer losses or loss of principal. An investment in Fund VI involves risks, as disclosed in the Offering Documents including the risk of complete loss. Fund VI is an unregistered private investment fund that plans to invest in value-add real estate acquisitions in the South Atlantic, West Central South, and West Mountain regions of the United States, and is not subject to the same regulatory requirements as mutual funds, including requirements to provide certain periodic and standardized pricing and valuation information to investors.

### Other Considerations:

As of the date of this Presentation, we continue to track the outbreak of the coronavirus ("COVID-19"), which the world health organization has declared to constitute a "public health emergency of international concern." The outbreak of COVID-19 has resulted in numerous deaths, adversely impacted global commercial activity and contributed to significant volatility in certain equity, debt, derivatives and commodities markets. For this reason, among others, as COVID-19 continues to spread, the potential impacts, including a global, regional or other economic recession, are increasingly uncertain and difficult to assess. In particular, recipients should note that the performance information presented herein should not be relied upon.

This document contains a preliminary summary of the purpose and principal business terms of Fund VI; this summary does not purport to be complete and is qualified in its entirety by reference to the more detailed discussions to be contained in the Offering Documents. TerraCap has the ability in its sole discretion to change the strategies described herein.

The specific terms of an investment in Fund VI are subject to the Offering Documents. Such terms may change from the time you receive these materials and the time you receive the Offering Documents.

No information is warranted by TerraCap or its affiliates or subsidiaries as to completeness or accuracy, express or implied, and is subject to change without notice. This document contains forward-looking statements, including observations about markets and industry and regulatory trends as of the original date of this document. Forward-looking statements may be identified by, among other things, the use of words such as "expects," "anticipates," "believes," or "estimates," or the negatives of these terms, and similar expressions. Forward-looking statements reflect TerraCap's views as of such date with respect to possible future events. Actual results could differ materially from those in the forward-looking statements as a result of factors beyond Fund VI's control. Investors are cautioned not to place undue reliance on such statements. No party has an obligation to update any of the forward-looking statements in this document.

Charts, tables and graphs contained in this document are not intended to be used to assist the reader in determining which securities to buy or sell or when to buy or sell securities.

Investments are selected by, and will vary in the discretion of, TerraCap and are subject to availability and market conditions, among other factors. Portfolio information and characteristics of potential investments discussed may not be fully indicative of any future portfolios.

Return targets or objectives, if any, are used for measurement or comparison purposes and only as a guideline for prospective investors to evaluate a particular investment program's investment strategy and accompanying information. Targeted returns reflect subjective determinations by TerraCap based on a variety of factors, including, among others, internal modeling, investment strategy, prior performance of similar products (if any), volatility measures, risk tolerance and market conditions. Performance may fluctuate, especially over short periods. Targeted returns should be evaluated over the time period indicated and not over shorter periods. Inflationary trends, competition, and the supply of and demand for property investments in the target markets, interest rate levels, the availability of financing, potential environmental liability and other risks associated with the ownership, development and acquisition of property, including risks that tenants will not take or remain in occupancy or pay rent, changes in the legal or regulatory environment,

or that construction or management costs may be greater than anticipated. Targeted returns are not intended to be actual performance and should not be relied upon as an indication of actual or future performance.

Any statements regarding future events constitute only subjective views, are based upon expectations or beliefs, should not be relied on, are subject to change due to a variety of factors, including fluctuating market conditions, and involve inherent risks and uncertainties, both general and specific, many of which cannot be predicted or quantified and are beyond TerraCap's or Fund VI's control. Future evidence and actual results could differ materially from those set forth in, contemplated by, or underlying these statements. In light of these risks and uncertainties, there can be no assurance that these statements are now or will prove to be accurate or complete in any way.

All performance results contained in this packet presentation are Net IRRs. See Part 2 of TerraCap's Form ADV for a complete description of the fees and expenses customarily charged by TerraCap. Please note that fees paid by Fund VI to affiliates of TerraCap are not deducted from TerraCap's management fees.

This material is as of the date indicated, is not complete, is subject to change and does not contain material information regarding an investment in Fund V, including related risk disclosures. No representation is made with respect to the accuracy, completeness or timeliness of information and TerraCap assumes no obligation to update or revise such information. Certain information has been provided by and/or is based on third party sources and, although believed to be reliable, has not been independently verified and TerraCap is not responsible for third-party errors.

This information is confidential, is intended only for intended recipients and their authorized representatives and may not be reproduced or distributed in whole or in part to any other person without TerraCap's prior written consent.

Notes to Funds II, III, IV and V Related Portfolio Information. The portfolio detail and other information shown on pages [17-20] relates to TerraCap Partners II (TerraCap Partners II (Institutional) LP and TerraCap Partners II (HNW) LP, which invest pari passu) ("Fund II") as well as TerraCap Partners III (TerraCap Partners III (Institutional) LP and TerraCap Partners III (HNW) LP, which invest pari passu) ("Fund III"), TerraCap Partners IV (TerraCap Partners IV (Institutional) LP and TerraCap Partners IV (HNW) LP, which invest pari passu) ("Fund IV") and TerraCap Partners V (TerraCap Partners V (Institutional) LP and TerraCap Partners V (HNW) LP, which invest pari passu) ("Fund V"), private funds advised by TerraCap that make value-add investments in real estate and real estate-backed assets, primarily in the South Atlantic, West Central South, and West Mountain regions of the United States. The information shown about Funds II, III, IV and V are being provided for illustrative and information purposes only and should not be relied upon and do not represent and are not indicative of, Fund VI's actual or future performance or the results that may be achieved by an investor in Fund VI. There are material differences between Funds II, III, IV and Fund V, including with respect to their respective investment strategies and the material terms of the offering of their interests. A decision to invest in Fund VI should not be based on the information presented regarding Funds II, III, IV, and V. Past performance is not indicative of future results.

Information regarding related funds such as the information regarding Funds II, III, IV, and V have inherent limitations, some of which are described below. One limitation is that the information shown does not reflect Fund VI's actual portfolio and therefore does not reflect the impact that economic and market factors, including lack of liquidity or market disruptions, may have on investment decisions made for Fund VI. There may be differences between Funds II, III, IV, and V and the actual results that Fund VI may achieve. There also may be a material difference between the amount of Fund VI's assets at any time and the amount of assets managed in Funds II, III, IV, and V, which difference may have an impact on the management of Fund VI. No representation is made that Fund VI would have built a similar portfolio as Funds II, III, IV, and V had Fund VI been in existence during such time, or that Fund VI will maintain such investment strategy in the future; TerraCap will implement a strategy for Fund VI that is materially different from Funds II, III, IV, and V, and make different investments, or have Fund VI invest in investments that it did not choose to have Funds II, III, IV, and V invest in, or vice versa. To the extent of the material differences between TerraCap's management of Fund VI and its management of Funds II, III, IV, and V, the information shown herein is no longer as representative and its illustration value will decrease substantially.

Robert Gray, Non-Participating Owner. Robert Gray owns an interest in TerraCap and devotes a portion of his business time and attention to oversight of TerraCap's activities in respect of Fund II and Fund III. Mr. Gray will not devote any time or attention to Fund VI, or to the oversight of TerraCap activities in respect of Fund VI, and he otherwise will not be involved with Fund VI. TerraCap believes that Mr. Gray's non-involvement with Fund VI will not have a material negative impact on Fund VI.

Primary Gateway Core Markets – Primary Gateway Core Markets are defined on a multitude of factors. Industry leaders generally consider these markets to include New York, Los Angeles, Chicago, San Francisco, Boston, and DC and are centers of commerce and population.

Independent 3rd Party evaluations of performance – Where and when appropriate, TerraCap may seek out a non-affiliated third party to evaluate TerraCap's performance against major industry indices such as the NCREIF PROPERTY INDEX and the RUSSELL 3000 INDEX.

NCREIF PROPERTY INDEX - The NCREIF Property Index is a quarterly time series composite total rate of return measure of investment performance of a very large pool of individual commercial real estate properties acquired in the private market for investment purposes only. All properties in the NPI have been acquired, at least in part, on behalf of tax-exempt institutional investors - the great majority being pension funds. As such, all properties are held in a fiduciary environment.

THE RETURN INFORMATION IN THIS INVESTMENT SUMMARY IS BASED IN PART ON CERTAIN ASSUMPTIONS, INCLUDING CASH FLOW PROJECTIONS THAT ARE SPECULATIVE IN NATURE, ARE UNAUDITED, MAY NOT REFLECT THE AMOUNTS THAT WILL ULTIMATELY BE RECEIVED BY INVESTORS, AND MAY DIFFER FROM CASH FLOW PROJECTIONS THAT WOULD HAVE RESULTED FROM AN INDEPENDENT EVALUATION OF THESE INVESTMENTS. PAST OR PROJECTED PERFORMANCE IS NOT NECESSARILY INDICATIVE OF FUTURE RESULTS AND AN INVESTMENT IN FUND VI MAY RESULT IN A PARTIAL OR TOTAL LOSS OF CAPITAL. CERTAIN INVESTMENTS ARE UNDERGOING OR HAVE PLANNED RENOVATIONS THE COSTS OF WHICH ARE NOT FINAL AND WHICH COSTS MAY CHANGE FROM THE AMOUNTS SUMMARIZED IN THIS SUPPLEMENT AND COULD ALTER PROJECTED INVESTMENT RETURNS AS SHOWN HERE OR OTHERWISE PRESENTED TO PROSPECTIVE INVESTORS. DETAILED PERFORMANCE INFORMATION IS ALSO AVAILABLE UPON REQUEST.

Certain Performance-Related Notes:

Fund I is excluded from this presentation as this fund was comprised solely of land investments, which materially differs from the Fund II, III, IV, V, and VI strategy and as such is not representative of current TerraCap strategies.

Net returns (IRRs and EMs) for Funds II, III, IV, and V include a 100% return of capital. This includes the return of Capital Contributions with respect to asset-level Operating Expenses, Organizational Expenses, and Management Fees. Net returns project the impact of TerraCap's promote on an asset-by-asset basis and excludes fund-level expenses. IRRs are presented NET of carried interest fees.

Gross IRRs - With regards to gross returns presented under TerraCap Performance vs. Public Market Equivalents, gross Limited Partner returns are calculated by taking the aggregate of the Limited Partners' cash flows (including all contributions and distributions) and their current value, and then calculating an IRR based on those cash flows. The performance figures do not reflect the deduction of investment advisory fees; the client's return will be reduced by the advisory fees and any other expenses it may incur in the management of its investment advisory account, however, the management fee is returned before carried interest is distributed; the investment advisory fees are described in Part 2 of TerraCap's Form ADV.

Fund VI target net returns reflect the waterfall schedule in the TerraCap Partners VI LP – Summary of Key Terms in the Appendix.

Fund level IRR – takes into consideration the dates of all capital calls, all distributions, and the NAV of the fund as of the most recently audited financials. This provides returns as of a particular date for the entire fund.

Property level IRR table – this shows realized IRRs plus projected IRRs for properties that have not sold and takes the weighted average of the two. This provides projected property level returns.

Investor IRR – uses a specific investor's actual cash flows, and the NAV as of the most recently available audited financials. Each investor's cash flows may vary based on the date of their capital contributions to the fund. As an example, an investor that came into the fund earlier might have a lower IRR than one that came in later in the fund life. This shows returns as of a particular date for a particular investor.





# MONTHLY PERFORMANCE REPORT

**MWRA EMPLOYEES' RETIREMENT  
SYSTEM**

MAY 31, 2023



PROPRIETARY & CONFIDENTIAL

# GOALS & OBJECTIVES

## Investment Return Objective

“Its primary goal is to provide promised benefits to participants and beneficiaries of the MWRA Employees’ Retirement system. Plan assets should be equal to or greater than the present value of the projected benefit obligations (“fully funded”). When Plan assets are less than the present value of projected benefit obligations, a schedule will be established and a plan will be in place to meet a fully funded status. When achieving return objectives required to fully fund the system, the Board is intent on controlling risk. Consistency of returns and risk of loss are primary considerations. The Board has also determined that the annual performance of plan assets should not vary substantially from returns achieved by other public pension funds with similar goals and objectives.”

## Return Expectations

The investment growth should be maintained in such a manner that the minimum nominal rate of return does not cause a negative real rate of return over a full market cycle:

- **Time Horizon:** Return assumptions will be based on a ten-year time horizon with a detailed review and analysis to be made at least annually to monitor allocations and assumptions. Should a manager deviate from proscribed mandate or expected risk and return profile by a consequential degree, that manager may be reevaluated at any time.
- **Liquidity Needs:** Presently contributions exceed plan withdrawals to provide benefits, payouts, and/or plan expenses. Portfolio liquidity will be managed based on the cash flow needs of the System.
- **Regulatory Considerations:** Assets of this Fund shall be invested in a manner consistent with the fiduciary standards established under Code of Massachusetts Regulations 840 (“840 CMR”). The Board shall also use as precedent the Employee Retirement Income Security Act (ERISA).



# EXECUTIVE SUMMARY

	Market Value (\$)	1 Mo (%)	YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	10 Yrs (%)
<b>Composite</b>	<b>639,425,888</b>	<b>-0.9</b>	<b>3.2</b>	<b>-0.7</b>	<b>6.6</b>	<b>5.1</b>	<b>6.1</b>
<i>Allocation Index</i>		-0.7	3.1	-0.8	6.9	5.6	6.5
<i>Policy Index</i>		-0.4	3.6	-0.4	7.9	6.2	6.8

## 20 Years As of May 31, 2023

	Return	Standard Deviation	Sharpe Ratio	Sortino Ratio
<b>Composite</b>	<b>7.3</b>	<b>8.4</b>	<b>0.7</b>	<b>1.1</b>
<i>Allocation Index</i>	6.7	7.9	0.7	1.0
<i>Policy Index</i>	7.2	8.5	0.7	1.0

### Performance

- The Composite had a preliminary return of -0.9% (net) for the month, underperforming both the Allocation Index of -0.7% and Policy Index of -0.4%.
- In equities, The S&P 500 Index ended the month up 0.4%, pushing year-to-date returns to 9.6%. These gains come despite weakness in index breadth: a concentration of mega-capitalization technology companies have accounted for an outsized portion of returns. Growth handily outperformed value with the Russell 1000 Growth Index gaining 4.6%, while the Russell 1000 Value Index fell 3.9% last month. Outside the U.S., a stronger dollar and broader concerns around economic growth weighed on stocks with the MSCI EAFE Index losing 4.2% and the MSCI Emerging Markets Index down 1.7%. The portfolio's Domestic Equity composite returned -1.0% (net) and the Non-US Equity composite was down -2.5% (net).
- In fixed income, returns were also challenged with U.S. yields moving higher during the month following another 25-basis points rate hike by the Federal Reserve at the beginning of May. While expectations for the near-term Fed Funds rate have softened, they continue to reflect a tighter policy bias by the central bank amid persisting inflationary pressures. In response, the U.S. yield curve further inverted with the spread between the 10- and two-year yield ending the month at -75 basis points. Further, the 30-year Treasury yield gained 18 basis points, fueling a 2.8% decline in the Bloomberg Long Treasury Index in May. The Fixed Income composite returned -1.2% (net) for the month while the Bloomberg Agg and the Bloomberg US HY returned -1.1% and -0.9%, respectively.
- This brings the total plan return for the trailing one-year period to -0.7% (net), while the Allocation Index and Policy Index both returned -0.8 and -0.4%, respectively.

Returns for 20 years Risk/Return and Statistics Summary are gross of fees.

Since inception return is 8.2% gross of fees. Prior to 1999, performance history does not capture separate net and gross returns.



# TOTAL FUND PERFORMANCE DETAIL (NET)

	Allocation			Performance (%)							
	Market Value (\$)	% of Portfolio	Policy(%)	1 Mo (%)	YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	10 Yrs (%)	Inception (%)	Inception Date
<b>Composite</b>	<b>639,425,888</b>	<b>100.0</b>	<b>100.0</b>	<b>-0.9</b>	<b>3.2</b>	<b>-0.7</b>	<b>6.6</b>	<b>5.1</b>	<b>6.1</b>	<b>6.6</b>	<b>Jan-86</b>
Allocation Index				-0.7	3.1	-0.8	6.9	5.6	6.5		
Policy Index				-0.4	3.6	-0.4	7.9	6.2	6.8		
<b>Total Balanced</b>	<b>5,050,508</b>	<b>0.8</b>	<b>0.0</b>	<b>-0.5</b>	<b>3.9</b>	<b>-1.0</b>	<b>10.0</b>	<b>5.0</b>	<b>4.4</b>	<b>4.6</b>	<b>Dec-10</b>
PRIT Core Fund	5,050,508	0.8	0.0	-0.5	3.9	-1.0	8.8	6.8	7.6	6.8	Apr-99
60% S&P 500 / 40% Bloomberg Aggregate				-0.2	6.7	1.2	6.3	7.2	7.9	6.0	
<b>Total Domestic Equity</b>	<b>199,575,456</b>	<b>31.2</b>	<b>31.0</b>	<b>-1.0</b>	<b>5.4</b>	<b>-0.4</b>	<b>9.7</b>	<b>8.7</b>	<b>10.4</b>	<b>7.2</b>	<b>May-99</b>
Russell 3000 Index				0.4	8.7	2.0	12.2	10.1	11.5	7.0	
<b>Large Cap</b>	<b>156,129,815</b>	<b>24.4</b>	<b>24.0</b>	<b>-0.5</b>	<b>7.0</b>	<b>0.3</b>	<b>9.1</b>	<b>10.0</b>	<b>11.0</b>	<b>11.9</b>	<b>Dec-10</b>
Rhumblin Advisors S&P 500 Index Fund	65,816,890	10.3	10.0	0.4	9.6	2.9	12.9	11.0	11.9	8.8	Apr-97
S&P 500 Index				0.4	9.6	2.9	12.9	11.0	12.0	8.7	
Coho Relative Value Equity	46,110,189	7.2	7.0	-6.4	-5.9	-4.8	7.5	7.7		9.1	Mar-16
Russell 1000 Value Index				-3.9	-1.4	-4.5	11.6	6.8		9.4	
Polen Focused Growth	44,202,736	6.9	7.0	5.1	20.1	2.0	4.8	10.7		13.0	Feb-16
Russell 1000 Growth Index				4.6	20.8	9.5	12.8	13.8		16.2	
<b>Small Cap</b>	<b>43,445,642</b>	<b>6.8</b>	<b>7.0</b>	<b>-3.0</b>	<b>0.0</b>	<b>-2.7</b>	<b>11.7</b>	<b>5.0</b>	<b>8.7</b>	<b>10.2</b>	<b>Dec-10</b>
Loomis Sayles Small Cap Growth	21,553,642	3.4	3.5	-3.1	1.2	3.5	6.8	5.6	9.9	6.4	Jan-97
Russell 2000 Growth Index				0.0	4.9	2.7	4.6	2.7	7.9	6.4	
Mesirow Small Cap Value Equity CIT - Founders Class	21,892,000	3.4	3.5	-3.0						-4.8	Apr-23
Russell 2000 Value Index				-2.0						-4.4	
<b>Total Non-US Equity</b>	<b>107,450,522</b>	<b>16.8</b>	<b>19.0</b>	<b>-2.5</b>	<b>5.2</b>	<b>-2.9</b>	<b>3.2</b>	<b>-0.1</b>	<b>2.8</b>	<b>3.7</b>	<b>Mar-99</b>
<b>International Equity</b>	<b>71,274,862</b>	<b>11.1</b>	<b>12.0</b>	<b>-2.9</b>	<b>7.6</b>	<b>1.5</b>	<b>5.5</b>	<b>2.1</b>	<b>4.0</b>	<b>3.4</b>	<b>Sep-05</b>
SEG Baxter Street	29,691,662	4.6	5.0	-3.6	5.7	-0.8	3.1	2.8		5.9	May-16
MSCI AC World ex USA (Net)				-3.6	4.8	-1.4	7.2	2.2		5.1	
Schroder International Alpha Trust Class 1	27,945,424	4.4	4.0	-2.1	9.1	3.4	10.3	5.7	6.2	6.4	Mar-12
MSCI AC World ex USA (Net)				-3.6	4.8	-1.4	7.2	2.2	3.8	4.1	
Baillie Gifford International Growth Fund Class K	13,637,776	2.1	3.0	-2.7	8.8	2.8				-8.9	Oct-20
MSCI AC World ex USA (Net)				-3.6	4.8	-1.4				4.0	

Since inception return is 8.2% gross of fees. Prior to 1999, performance history does not capture separate net and gross returns.

In November 2019, Loomis Sayles and Schroders transitioned from a mutual fund to a CIT structure. Performance prior to the transition to the CIT investment vehicle is linked to mutual fund performance history.

Preliminary performance is subject to change once finalized.



# TOTAL FUND PERFORMANCE DETAIL (NET)

	Allocation			Performance (%)								
	Market Value (\$)	% of Portfolio	Policy(%)	1 Mo (%)	YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	10 Yrs (%)	Inception (%)	Inception Date	
<b>Emerging Markets Equity</b>	<b>36,175,659</b>	<b>5.7</b>	<b>7.0</b>	<b>-1.7</b>	<b>0.5</b>	<b>-11.0</b>					<b>-15.4</b>	<b>Mar-21</b>
Axiom Emerging Markets Trust Class 2	17,358,845	2.7	7.0	-2.1	-1.3	-15.9					-18.2	Mar-21
<i>MSCI Emerging Markets (Net)</i>				-1.7	1.1	-8.5					-11.6	
ABS Emerging Markets MA Fund	18,816,815	2.9		-1.3	2.0	-6.3					-13.8	Dec-21
<i>MSCI Emerging Markets (Net)</i>				-1.7	1.1	-8.5					-12.2	
<b>Total Fixed Income</b>	<b>121,962,228</b>	<b>19.1</b>	<b>20.0</b>	<b>-1.2</b>	<b>2.6</b>	<b>-1.6</b>	<b>-1.1</b>	<b>1.9</b>	<b>2.5</b>	<b>5.6</b>	<b>Mar-99</b>	
Garcia Hamilton Fixed Income Aggregate	32,578,896	5.1	6.0	-1.2	2.8	-2.4	-3.0	0.7		0.8	Apr-18	
<i>Blmbg. U.S. Aggregate Index</i>				-1.1	2.5	-2.1	-3.6	0.8		0.8		
Lord Abbett Core Fixed Income	35,171,457	5.5	4.0	-1.1	2.7	-2.3	-2.8	1.0		1.0	Apr-18	
<i>Blmbg. U.S. Aggregate Index</i>				-1.1	2.5	-2.1	-3.6	0.8		0.8		
Loomis Sayles Multisector Full Discretion Trust	44,874,522	7.0	8.0	-1.5	2.4	-1.9	-0.7	2.3	2.9	6.7	Mar-99	
<i>Blmbg. U.S. Aggregate Index</i>				-1.1	2.5	-2.1	-3.6	0.8	1.4	3.9		
<i>Blmbg. U.S. Corp: High Yield Index</i>				-0.9	3.6	0.0	2.9	3.1	4.0	6.1		
Octagon Senior Secured Credit Cayman Fund Ltd. - Class L Acc, Series 1	9,322,033	1.5	2.0	-0.5	2.9	4.0	4.2			2.8	Aug-19	
<i>Credit Suisse Leveraged Loan</i>				-0.1	4.0	5.5	5.9			3.4		
Invesco Mortgage Recovery Loans Feeder Fund	15,320	0.0		0.0	0.0	0.1	-0.2	2.0	6.0	9.7	Apr-10	
<i>Blmbg. U.S. Aggregate Index</i>				-1.1	2.5	-2.1	-3.6	0.8	1.4	2.2		
<b>Total Hedge Fund</b>	<b>40,578,785</b>	<b>6.3</b>	<b>6.0</b>	<b>0.1</b>	<b>2.2</b>	<b>0.4</b>	<b>6.1</b>	<b>3.7</b>	<b>3.2</b>	<b>3.3</b>	<b>Oct-06</b>	
PRIM Portfolio Completion Strategies	13,327,880	2.1		0.3	2.2	1.0	6.5	3.1	3.8	3.7	Oct-06	
Corbin Pinehurst Partners	12,966,590	2.0		0.1	3.0	0.3	5.8			4.5	Nov-18	
<i>HFRI Fund of Funds Composite Index</i>				0.2	1.2	1.2	5.4			4.0		
UBS Neutral Alpha Strategies	14,229,284	2.2		0.1	1.5	4.8	8.0			6.3	Nov-18	
<i>HFRI Fund of Funds Composite Index</i>				0.2	1.2	1.2	5.4			4.0		
Entrust Peru Wind Down	55,031	0.0		-0.4	-16.9	-92.5	-58.0	-42.1		-39.3	Dec-17	
<i>HFRI Fund of Funds Composite Index</i>				0.2	1.2	1.2	5.4	3.0		3.1		
<b>Other</b>	<b>7,004,634</b>	<b>1.1</b>	<b>0.0</b>	<b>0.3</b>	<b>1.7</b>	<b>3.2</b>	<b>1.1</b>	<b>1.5</b>	<b>1.0</b>	<b>0.8</b>	<b>Dec-10</b>	
Cash Account	7,004,634	1.1		0.3	1.7	3.2	1.1	1.5	1.0	1.8	Feb-00	
<i>90 Day U.S. Treasury Bill</i>				0.4	1.8	3.1	1.1	1.5	0.9	1.6		

Importantly, all returns in this report, including those of the private markets managers, are based on a time weighted return calculation and not based on IRRs, which can result in return differences.

Preliminary performance is subject to change once finalized.



# TOTAL FUND PERFORMANCE DETAIL (NET)

	Allocation			Performance (%)							
	Market Value (\$)	% of Portfolio	Policy(%)	1 Mo (%)	YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	10 Yrs (%)	Inception (%)	Inception Date
<b>Total Real Estate</b>	<b>69,901,273</b>	<b>10.9</b>	<b>12.0</b>	<b>0.0</b>	<b>-0.5</b>	<b>1.4</b>	<b>11.1</b>	<b>9.5</b>	<b>10.5</b>	<b>8.2</b>	<b>Apr-99</b>
<i>NCREIF Property Index</i>				0.0	-1.8	-1.6	7.2	6.7	8.3	8.5	
Morgan Stanley Prime Property (\$2.8m commitment in '95)	25,657,244	4.0		0.0	-1.2	-2.0	8.6	7.7	10.1	8.6	Sep-95
TA Realty Core Property Fund, LP (\$15m commitment in '19)	26,242,911	4.1		0.0	0.0	0.6	13.6			11.6	Jun-19
Invesco Mortgage Recovery II (\$3M commitment in '15)	886,190	0.1		0.0	0.0	-22.0	-25.5	-10.4		-4.3	Oct-15
Landmark VI (\$2m commitment in '11)	6,057	0.0		0.0	0.0	-1.2	-6.8	-8.7	-0.5	2.0	Jul-11
Landmark VIII (\$4m commitment in '17)	2,153,157	0.3		0.0	0.0	5.7	17.6	13.1		17.8	Nov-17
StepStone Real Estate Fund II (\$2m commitment in '11)	367,525	0.1		0.0	0.0	-2.8	-0.2	-0.9	5.1	2.0	May-12
Cerberus Institutional Real Estate Partners III (\$1.5m commitment in '12)	461,653	0.1		0.0	-2.1	-16.2	19.7	15.3	14.4	14.3	May-13
TA Realty Fund X LP (\$3.5m commitment in '12)	1,026	0.0		0.0	0.0	16.0	5.5	7.6	8.8	8.7	May-13
TerraCap Partners III, LP (\$2.6m commitment in '15)	1,610,352	0.3		0.0	0.0	19.4	9.6	7.6		10.7	Jul-15
TerraCap Partners IV, LP (\$4m commitment in '17)	3,669,565	0.6		0.0	0.0	3.1	9.9	10.2		9.9	Nov-17
TerraCap Partners V, LP (\$8m commitment in '22)	8,845,592	1.4		0.0	0.0	14.5				14.5	Jun-22
<b>Total Private Equity and Debt</b>	<b>87,902,482</b>	<b>13.7</b>	<b>12.0</b>	<b>0.2</b>	<b>0.5</b>	<b>0.0</b>	<b>21.5</b>	<b>13.9</b>	<b>14.4</b>	<b>10.2</b>	<b>Apr-99</b>
<i>CJA US All PE</i>				0.0	0.0	-2.1	23.0	15.4	14.3	13.0	
<i>NASDAQ W/O Income</i>				5.8	23.6	7.1	10.9	11.7	14.1	7.1	
PRIM Vintage Year 2008 (\$3m commitment in '08)	878,894	0.1		5.0	14.3	8.4	18.8	16.2	19.2	10.6	Jun-08
PRIM Vintage Year 2009 (\$1m commitment in '09)	63,547	0.0		3.8	-8.5	-24.7	31.2	28.5	24.2	13.1	Nov-09
PRIM Vintage Year 2010 (\$1m commitment in '10)	410,766	0.1		-12.3	-8.7	-24.2	17.0	14.1	17.2	9.7	Jun-10
PRIM Vintage Year 2011 (\$1.5m commitment in '11)	793,656	0.1		4.2	2.3	-5.2	30.1	24.0	22.3	9.8	May-11
PRIM Vintage Year 2012 (\$1m commitment in '12)	468,211	0.1		2.4	1.4	-14.0	10.5	13.0	13.1	-8.9	Jun-12
PRIM Vintage Year 2014 (\$2m commitment in '14)	2,103,829	0.3		2.9	0.7	-3.4	21.7	22.2		8.2	Jun-14
PRIM Vintage Year 2017 (\$2m commitment in '17)	2,585,897	0.4		0.6	3.1	0.6	24.6	17.4		15.6	May-17
PRIM Vintage Year 2020 (\$5m commitment in '20)	3,974,052	0.6		0.3	0.2	-5.0	15.5			14.5	Mar-20
PRIM Vintage Year 2021 (\$5m commitment in '21)	3,496,697	0.5		1.4	3.4	-5.3				0.4	Dec-20
PRIM Vintage Year 2022 (\$7.5m commitment in '22)	1,473,517	0.2		0.6	2.9	-1.2				-2.6	Apr-22
PRIM Vintage Year 2023 (\$10m commitment in '23)	132,408	0.0		-0.1						-0.1	May-23
Alcentra European DLF (\$5m commitment in '14)	198,882	0.0		0.0	0.0	5.3	26.4	13.4		11.4	Jan-15
Ascent Fund IV-B (\$1m commitment in '16)	20,526	0.0		0.0	0.0	-49.3	-30.8	-29.6		-22.1	Jul-16
Ascent Fund V (\$2m commitment in '08)	1,262,271	0.2		0.0	0.0	-13.1	2.2	-2.1	2.1	3.8	Oct-08
Ascent VI (\$3m commitment in '15)	3,257,757	0.5		0.0	0.0	-4.8	2.2	1.6		1.1	Dec-15
CVI Credit Value Fund IV A LP (\$6m commitment in '17)	5,030,865	0.8		0.0	1.9	8.3	14.4	7.1		6.4	Dec-17
Invesco Fund VI (\$5m commitment in '13)	837,127	0.1		0.0	0.0	-29.4	25.9	16.8		15.8	Jul-13

Importantly, all returns in this report, including those of the private real estate managers, are based on a time weighted return calculation and not based on IRRs, which can result in return differences.

Preliminary performance is subject to change once finalized.





# TOTAL FUND PERFORMANCE DETAIL (NET)

	Allocation			Performance (%)							
	Market Value (\$)	% of Portfolio	Policy(%)	1 Mo (%)	YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	10 Yrs (%)	Inception (%)	Inception Date
Kayne Energy Fund VII (\$5m commitment in '15)	2,857,362	0.4		0.0	0.0	-6.8	20.6	-16.3		-4.1	Jan-16
Foundry 2007 (\$3m commitment in '07)	206,491	0.0		0.0	-0.3	-58.4	-0.9	-14.2	2.5	12.9	Dec-07
Foundry 2010 (\$3m commitment in '10)	5,881,916	0.9		0.0	-0.4	-1.4	34.3	21.5	13.9	13.6	Feb-11
Foundry 2010 Annex (\$0.4m commitment in '15)	1,100,313	0.2		0.0	0.0	-1.3	89.4	63.2		39.3	Sep-15
Pinebridge PEP V (\$6m commitment in '07)	449,779	0.1		0.0	0.0	-5.5	15.0	3.7	8.2	7.7	Dec-10
Pinebridge (AIG) PEP V Asia (\$6m commitment in '07)	32,657	0.0		0.0	0.0	-8.7	-4.5			-12.9	Oct-18
Pinebridge (AIG) PEP V Co-Investment (\$6m commitment in '07)	90,621	0.0		0.0	0.0	-6.0	17.8			5.7	Oct-18
Pinebridge (AIG) PEP V Europe (\$6m commitment in '07)	16,190	0.0		0.0	0.0	-16.6	202.1			106.3	Oct-18
Pinebridge (AIG) PEP V Large Market US Buyout (\$6m commitment in '07)	74,199	0.0		0.0	0.0	-13.1	23.1			5.5	Oct-18
Pinebridge (AIG) PEP V Preferred Participation Fund (\$6m commitment in '07)	75,737	0.0		0.0	0.0	-18.9	6.1			-3.6	Oct-18
Pinebridge (AIG) PEP V Secondary (\$6m commitment in '07)	23,017	0.0		0.0	0.0	-7.2	-10.6	-12.1		-9.6	Jan-17
Pinebridge (AIG) PEP V Small-Mid Market US Buyout (\$6m commitment in '07)	90,000	0.0		0.0	0.0	-0.4	24.4			14.2	Oct-18
Pinebridge (AIG) PEP V US Venture (\$6m commitment in '07)	47,358	0.0		0.0	0.0	-2.1	7.3			-2.4	Oct-18
Landmark XV (\$3m commitment in '13)	644,797	0.1		0.0	0.0	-13.2	4.8	6.0		10.3	Nov-13
JFL Equity Investors IV, L.P. (\$6m commitment in '16)	1,760,546	0.3		0.0	0.0	10.7	34.6	41.4		34.5	Jan-17
Private Advisors Small Co. Coinvestment Fund, LP (\$4m commitment in '17)	4,250,302	0.7		0.0	0.0	1.1	21.4	21.1		18.3	Feb-17
Park Square Credit Opportunities III (\$3m commitment in '17)	2,736,850	0.4		0.0	0.0	4.8	6.9	8.1		6.5	Feb-18
Ironsides Constitution Opportunities (\$3m commitment in '18)	1,701,871	0.3		0.0	0.0	1.5	12.4			10.7	Oct-18
HarbourVest Dover Street X (\$9m commitment in '20)	6,880,154	1.1		0.0	0.0	-0.9	53.9			53.9	Jun-20
Hamilton Lane Secondary Fund V LP (\$9m commitment in '20)	7,691,693	1.2		0.0	0.0	2.1				29.2	Jul-20
Constitution Ironsides Co-Investment Fund VI (\$12m commitment in '21)	13,080,344	2.0		0.0	0.0	-0.8				1.5	Nov-21
HarbourVest Co-Investment Fund VI (\$8m commitment in '21)	2,785,749	0.4		0.0	0.0	-11.7					Jan-22
JFL Equity Investors V, L.P. (\$9m commitment in '20)	8,885,413	1.4		0.0	0.0	18.2				5.6	Sep-20

Importantly, all returns in this report, including those of the private markets managers, are based on a time weighted return calculation and not based on IRRs, which can result in return differences.



# FEE SCHEDULE

Account Name	Fee Schedule	Market Value (\$)	% of Portfolio	Estimated Annual Fee (\$)	Estimated Annual Fee (%)
PRIT Core Fund	0.49 % of Assets	5,050,508	0.79	24,747	0.49
Rhumblin Advisors S&P 500 Index Fund	0.04 % of Assets	65,816,890	10.29	26,327	0.04
Coho Relative Value Equity	0.50 % of First \$75 M 0.40 % of Next \$75 M 0.35 % Thereafter	46,110,189	7.21	230,551	0.50
Polen Focused Growth	0.65 % of Assets	44,202,736	6.91	287,318	0.65
Boston Partners Small Cap Value	1.00 % of Assets		0.00		0.00
Loomis Sayles Small Cap Growth	0.45 % of Assets Minimum Fee: \$45,000	21,553,642	3.37	96,991	0.45
SEG Baxter Street	1.00 % of Assets	29,691,662	4.64	296,917	1.00
Schroder International Alpha Trust Class 1	0.55 % of Assets	27,945,424	4.37	153,700	0.55
Baillie Gifford International Growth Fund Class K	0.60 % of Assets	13,637,776	2.13	81,827	0.60
Axiom Emerging Markets Trust Class 2	0.73 % of Assets	17,358,845	2.71	126,720	0.73
ABS Emerging Markets MA Fund	0.75 % of Assets	18,816,815	2.94	141,126	0.75
Garcia Hamilton Fixed Income Aggregate		32,578,896	5.10	40,724	0.13
Lord Abbett Core Fixed Income	0.19 % of Assets	35,171,457	5.50	66,826	0.19
Loomis Sayles Multisector Full Discretion Trust	0.50 % of First \$20 M 0.40 % of Next \$20 M 0.30 % Thereafter	44,874,522	7.02	194,624	0.43
Mesirow Small Cap Value Equity CIT - Founders Class	0.45 % of Assets	21,892,000	3.42	98,514	0.45
Octagon Senior Secured Credit Cayman Fund Ltd. - Class L Acc, Series 1	0.40 % of Assets	9,322,033	1.46	37,288	0.40
Invesco Mortgage Recovery Loans Feeder Fund		15,320	0.00		
PRIM Portfolio Completion Strategies		13,327,880	2.08		
Corbin Pinehurst Partners	0.85 % of Assets	12,966,590	2.03	110,216	0.85
UBS Neutral Alpha Strategies	0.90 % of Assets	14,229,284	2.23	128,064	0.90
Entrust Peru Wind Down	0.50 % of Assets	55,031	0.01	275	0.50
Cash Account		7,004,634	1.10		
Morgan Stanley Prime Property (\$2.8m commitment in '95)		25,657,244	4.01		
TA Realty Core Property Fund, LP (\$15m commitment in '19)		26,242,911	4.10		
Invesco Mortgage Recovery II (\$3M commitment in '15)		886,190	0.14		
Landmark VI (\$2m commitment in '11)		6,057	0.00		
Landmark VIII (\$4m commitment in '17)		2,153,157	0.34		
StepStone Real Estate Fund II (\$2m commitment in '11)		367,525	0.06		
Cerberus Institutional Real Estate Partners III (\$1.5m commitment in '12)		461,653	0.07		



# FEE SCHEDULE

Account Name	Fee Schedule	Market Value (\$)	% of Portfolio	Estimated Annual Fee (\$)	Estimated Annual Fee (%)
TA Realty Fund X LP (\$3.5m commitment in '12)		1,026	0.00		
TerraCap Partners III, LP (\$2.6m commitment in '15)		1,610,352	0.25		
TerraCap Partners IV, LP (\$4m commitment in '17)		3,669,565	0.57		
TerraCap Partners V, LP (\$8m commitment in '22)		8,845,592	1.38		
PRIM Vintage Year 2008 (\$3m commitment in '08)		878,894	0.14		
PRIM Vintage Year 2009 (\$1m commitment in '09)		63,547	0.01		
PRIM Vintage Year 2010 (\$1m commitment in '10)		410,766	0.06		
PRIM Vintage Year 2011 (\$1.5m commitment in '11)		793,656	0.12		
PRIM Vintage Year 2012 (\$1m commitment in '12)		468,211	0.07		
PRIM Vintage Year 2014 (\$2m commitment in '14)		2,103,829	0.33		
PRIM Vintage Year 2017 (\$2m commitment in '17)		2,585,897	0.40		
PRIM Vintage Year 2020 (\$5m commitment in '20)		3,974,052	0.62		
PRIM Vintage Year 2021 (\$5m commitment in '21)		3,496,697	0.55		
PRIM Vintage Year 2022 (\$7.5m commitment in '22)		1,473,517	0.23		
PRIM Vintage Year 2023 (\$10m commitment in '23)		132,408	0.02		
Alcentra European DLF (\$5m commitment in '14)		198,882	0.03		
Ascent Fund IV-B (\$1m commitment in '16)		20,526	0.00		
Ascent Fund V (\$2m commitment in '08)		1,262,271	0.20		
Ascent VI (\$3m commitment in '15)		3,257,757	0.51		
CVI Credit Value Fund IV A LP (\$6m commitment in '17)		5,030,865	0.79		
Invesco Fund VI (\$5m commitment in '13)		837,127	0.13		
Kayne Energy Fund VII (\$5m commitment in '15)		2,857,362	0.45		
Foundry 2007 (\$3m commitment in '07)		206,491	0.03		
Foundry 2010 (\$3m commitment in '10)		5,881,916	0.92		
Foundry 2010 Annex (\$0.4m commitment in '15)		1,100,313	0.17		
Pinebridge (AIG) PEP V Asia (\$6m commitment in '07)		32,657	0.01		
Pinebridge (AIG) PEP V Co-Investment (\$6m commitment in '07)		90,621	0.01		
Pinebridge (AIG) PEP V Europe (\$6m commitment in '07)		16,190	0.00		
Pinebridge (AIG) PEP V Large Market US Buyout (\$6m commitment in '07)		74,199	0.01		
Pinebridge (AIG) PEP V Preferred Participation Fund (\$6m commitment in '07)		75,737	0.01		
Pinebridge (AIG) PEP V Secondary (\$6m commitment in '07)		23,017	0.00		
Pinebridge (AIG) PEP V Small-Mid Market US Buyout (\$6m commitment in '07)		90,000	0.01		
Pinebridge (AIG) PEP V US Venture (\$6m commitment in '07)		47,358	0.01		
Landmark XV (\$3m commitment in '13)		644,797	0.10		



# FEE SCHEDULE

Account Name	Fee Schedule	Market Value (\$)	% of Portfolio	Estimated Annual Fee (\$)	Estimated Annual Fee (%)
JFL Equity Investors IV, L.P. (\$6m commitment in '16)		1,760,546	0.28		
Private Advisors Small Co. Coinvestment Fund, LP (\$4m commitment in '17)		4,250,302	0.66		
Park Square Credit Opportunities III (\$3m commitment in '17)		2,736,850	0.43		
Ironsides Constitution Opportunities (\$3m commitment in '18)		1,701,871	0.27		
HarbourVest Dover Street X (\$9m commitment in '20)		6,880,154	1.08		
Hamilton Lane Secondary Fund V LP (\$9m commitment in '20)		7,691,693	1.20		
Constitution Ironsides Co-Investment Fund VI (\$12m commitment in '21)		13,080,344	2.05		
JFL Equity Investors V, L.P. (\$9m commitment in '20)		8,885,413	1.39		
HarbourVest Co-Investment Fund VI (\$8m commitment in '21)		2,785,749	0.44		
<b>Investment Management Fee</b>		<b>639,425,888</b>	<b>100.00</b>	<b>2,142,753</b>	<b>0.34</b>



# NOTES

- 1 - Results for periods longer than one year are annualized.
- 2 - Total Balances, Large Cap, Small Cap, and Other Composite performance starts 12/1/2010.
- 3 - Preliminary Total Composite net of fee since inception return is 6.6% for the current month.
- 4 - Preliminary Total Composite gross of fee since inception return is 8.2% for the current month.
- 5 - Targets, Allocation Index, and Policy Index have been updated to reflect new allocation of 02/01/2022.
- 6 - Policy Index changed from Nasdaq to Cambridge All PE to reflect as of 5/1/2012.
- 7 - Policy Index Consists of: 24% S&P 500, 7% Russell 2000, 12% MSCI ACWI IMI, 7% MSCI Emerging Markets, 12% Bloomberg US Aggregate TR, 8% Bloomberg US Universal TR, 6% HFRI Fund of Funds Composite Index, 12% NCREIF Property Index, 12% CJA US All PE.
- 8 - Allocation index consists of: Weighted index of underlying managers to their respective benchmark.
- 9 - All Private Market managers are final as of 12/31/22, except for Landmark XV, StepStone II, Invesco VI and all Pinebridge funds which are final as of 9/30/22.
- 10 - CVI Credit Value IV, all Foundry funds, Cerberus and Morgan Stanley are final as of 3/31/2023.

# DISCLAIMERS & DISCLOSURES

Past performance is no guarantee of future results.

Returns for pooled funds, e.g. mutual funds and collective investment trusts, are collected from third parties; they are not generally calculated by NEPC. Returns for separate accounts, with some exceptions, are calculated by NEPC. Returns are reported net of manager fees unless otherwise noted.

A “since inception” return, if reported, begins with the first full month after funding, although actual inception dates (e.g. the middle of a month) and the timing of cash flows are taken into account in Composite return calculations.

NEPC’s preferred data source is the plan’s custodian bank or record-keeper. If data cannot be obtained from one of the preferred data sources, data provided by investment managers may be used. Information on market indices and security characteristics is received from additional providers. While NEPC has exercised reasonable professional care in preparing this report, we cannot guarantee the accuracy of all source information contained within. In addition, some index returns displayed in this report or used in calculation of a policy index, allocation index or other custom benchmark may be preliminary and subject to change.

All investments carry some level of risk. Diversification and other asset allocation techniques are not guaranteed to ensure profit or protect against losses.

The opinions presented herein represent the good faith views of NEPC as of the date of this presentation and are subject to change at any time. Neither fund performance nor universe rankings contained in this report should be considered a recommendation by NEPC.

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Source of private fund performance benchmark data: Cambridge Associates, via Refinitiv







# OPPORTUNISTIC CREDIT REVIEW

MWRA RETIREMENT SYSTEM

JUNE 29, 2023

Sebastian Grzejka, CAIA, Partner

Francesca LoVerde, Sr. Consulting Analyst



PROPRIETARY & CONFIDENTIAL

# SUMMARY OF OPPORTUNISTIC CREDIT SEARCH

- **Target fund strategy**
  - Opportunistic Credit strategy
- **Advertised requirements for the search:**
  1. Candidates must have familiarity with and agree to comply (in writing) with Massachusetts G.L. Chapter 32 and Chapter 176 of the Acts of 2011. Additionally, candidates must have familiarity and agree to comply with the reporting and investment guidelines administered by PERAC.
  2. Candidates must read and agree to the attached side letter pertaining to mandatory contractual language, based on the guidelines above.
  3. Candidates must be registered with the SEC or Massachusetts Secretary of State.
  4. Preference will be given to candidates who have at least \$500 million in assets in the fund that is being suggested, however, this is subject to the Board's discretion.
  5. Preference will be given to Funds that have a live track record of at least three years, however, this is subject to the Board's discretion
  6. Proposed strategy must have at least quarterly liquidity.
- **Responses were due on March 24, 2023 by 5:00 PM EST.**
  - A total of 15 managers responded



# OPPORTUNISTIC CREDIT FINALISTS

Firm	Fund	Fund AUM (MM)	Firm AUM (MM)	Track Record (Yrs)	Approach & Style	Liquidity Schedule For Contributions	Liquidity Schedule For Withdrawals	Proposed Fee Schedule	Agree to Side Letter Terms	MWRA Search Rating
LMCG	Serenitas Credit Gamma Fund	\$586	\$3,786	10	Relative value corporate and mortgage credit	Monthly	Quarterly	1.5% + 20% perf. fee	Yes*	2
Waterfall	Waterfall Eden Fund	\$2,150	\$11,600	18	Asset-Backed Credit	Monthly	Quarterly	1.5% + 17% Incentive Fee	Yes*	2
Wellington	Opportunistic Fixed Income	\$ 5,732	\$1,1T	23	Diversified Credit	Daily	Daily	0.50% first \$100M, 0.45% thereafter	Yes*	1



Yes\* = Yes with Modifications



# PORTFOLIO ANALYSIS



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# PORTFOLIO CONSTRUCTION SUMMARY

Fund	Current	Mix 1 (LMCG)	Mix 2 (Waterfall)	Mix 3 (Wellington)	Benchmark	Analysis Start Date	Analysis End Date
Lord Abbett Core Fixed Income	30.0%	30.0%	30.0%	30.0%	Bloomberg US Aggregate	1/31/2013	3/31/2023
Loomis Sayles Multisector Full Discretion	35.0%	30.0%	30.0%	30.0%	Bloomberg US Aggregate	1/31/2013	3/31/2023
Garcia Hamilton Fixed Income - Aggregate	30.0%	30.0%	30.0%	30.0%	Bloomberg US Aggregate	1/31/2013	3/31/2023
Octagon Senior Secured Credit	5.0%	---	---	---	Bloomberg US Aggregate	1/31/2013	3/31/2023
LMCG Serenitas	---	10.0%	---	---	Bloomberg US Aggregate	1/31/2013	3/31/2023
Waterfall Eden Fund	---	---	10.0%	---	Bloomberg US Aggregate	1/31/2013	3/31/2023
Wellington OFI	---	---	---	10.0%	Bloomberg US Aggregate	1/31/2013	3/31/2023
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>			

	Current	Mix 1	Mix 2	Mix 3
Annualized Return	2.72%	3.16%	2.94%	2.63%
Annualized Standard Deviation	4.43%	4.06%	4.23%	4.62%
<b>Active Risk and Return</b>				
Realized Alpha	1.72%	2.13%	1.93%	1.62%
Beta	0.91	0.84	0.86	0.95
Tracking Error	1.81%	1.53%	1.88%	1.83%
Diversification Ratio	1.22	1.41	1.27	1.23
Information Ratio	0.95	1.39	1.03	0.88
<b>Return Decomposition</b>				
Upside Market Capture	109.1%	106.3%	106.3%	112.6%
Downside Market Capture	82.6%	69.7%	74.4%	88.7%
Upside Alpha	2.2%	2.6%	2.4%	2.1%
Downside Alpha	1.2%	1.6%	1.4%	1.0%

All Risk/Return statistics calculated through 03/31/23. Portfolio metrics calculated by combining fund statistics at specified weights.

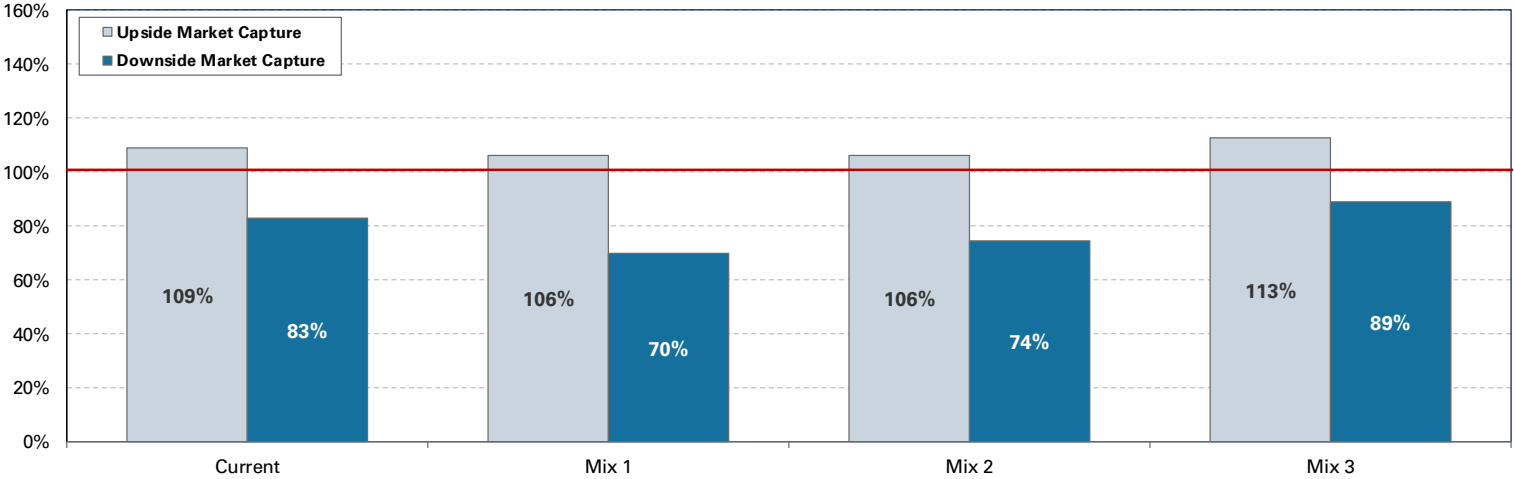
Diversification Ratio defined as:  $\sum(\text{Fund Active Risk} * \text{Fund Weight}) / (\text{Total Portfolio Active Risk})$ . Higher numbers represent greater diversification.

Information Ratio defined as:  $\text{Realized Alpha} / \text{Tracking Error}$

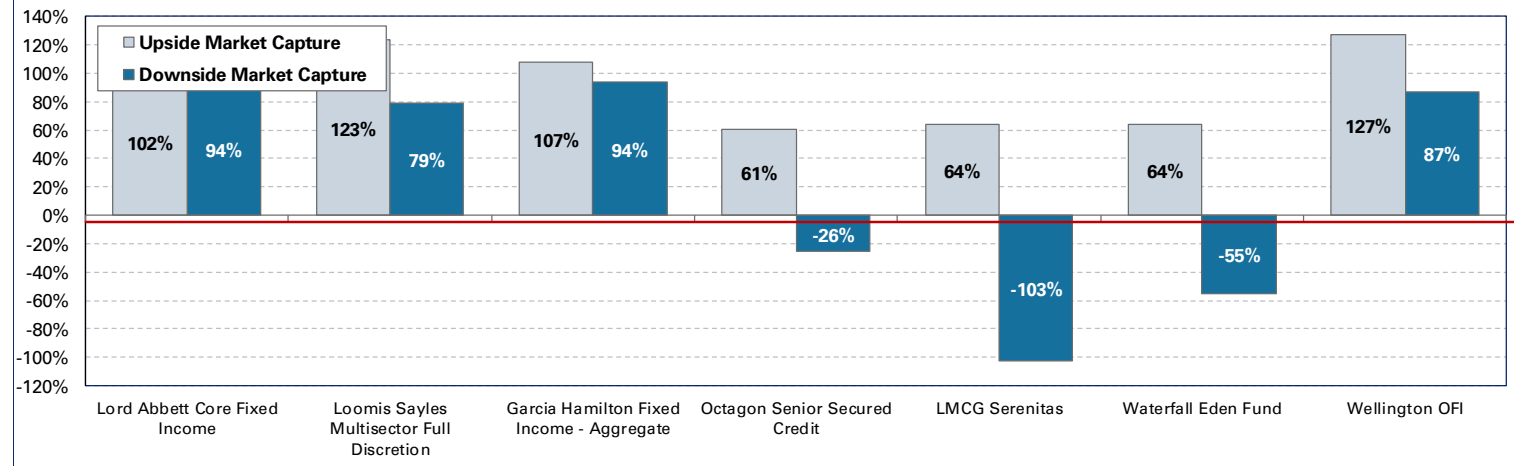


# MARKET CAPTURE

**Upside/Downside Market Capture %**

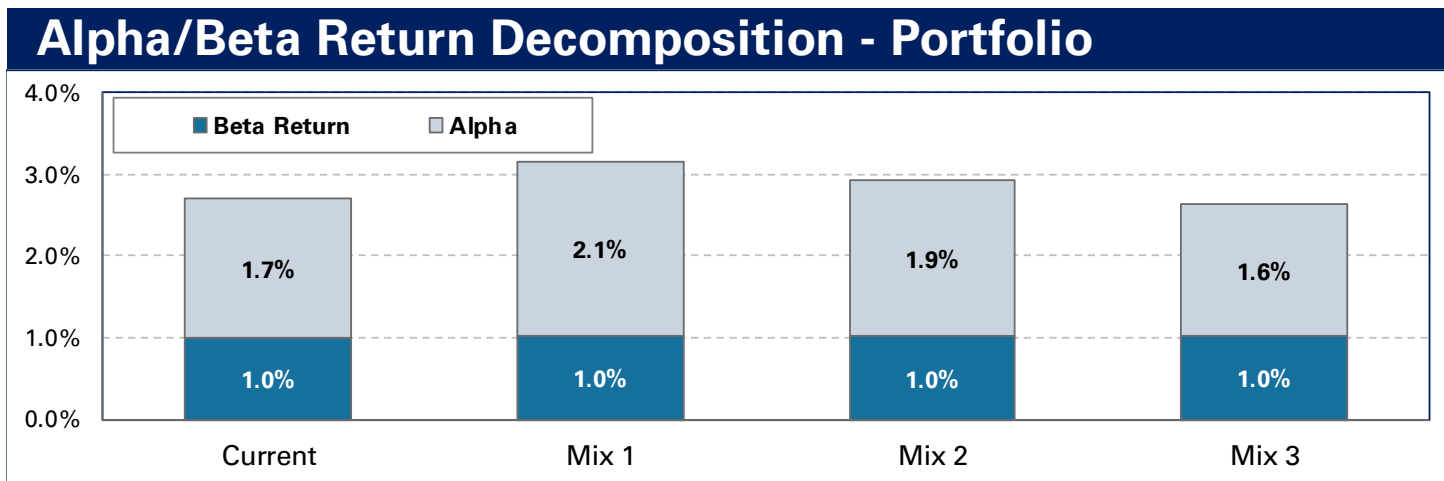
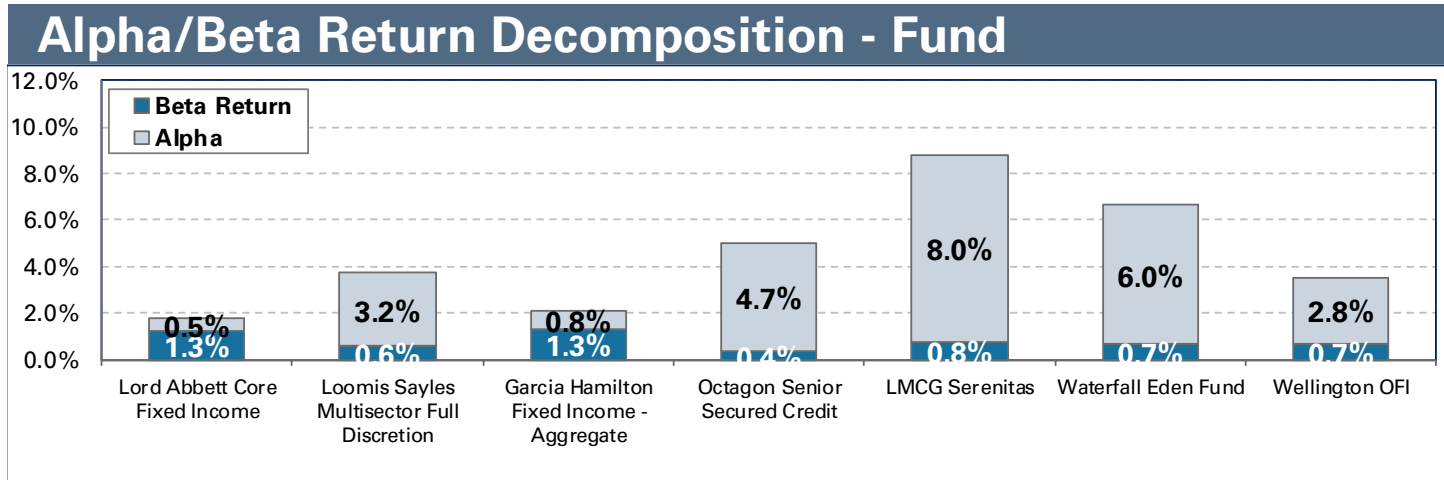


**Upside/Downside Market Capture %**



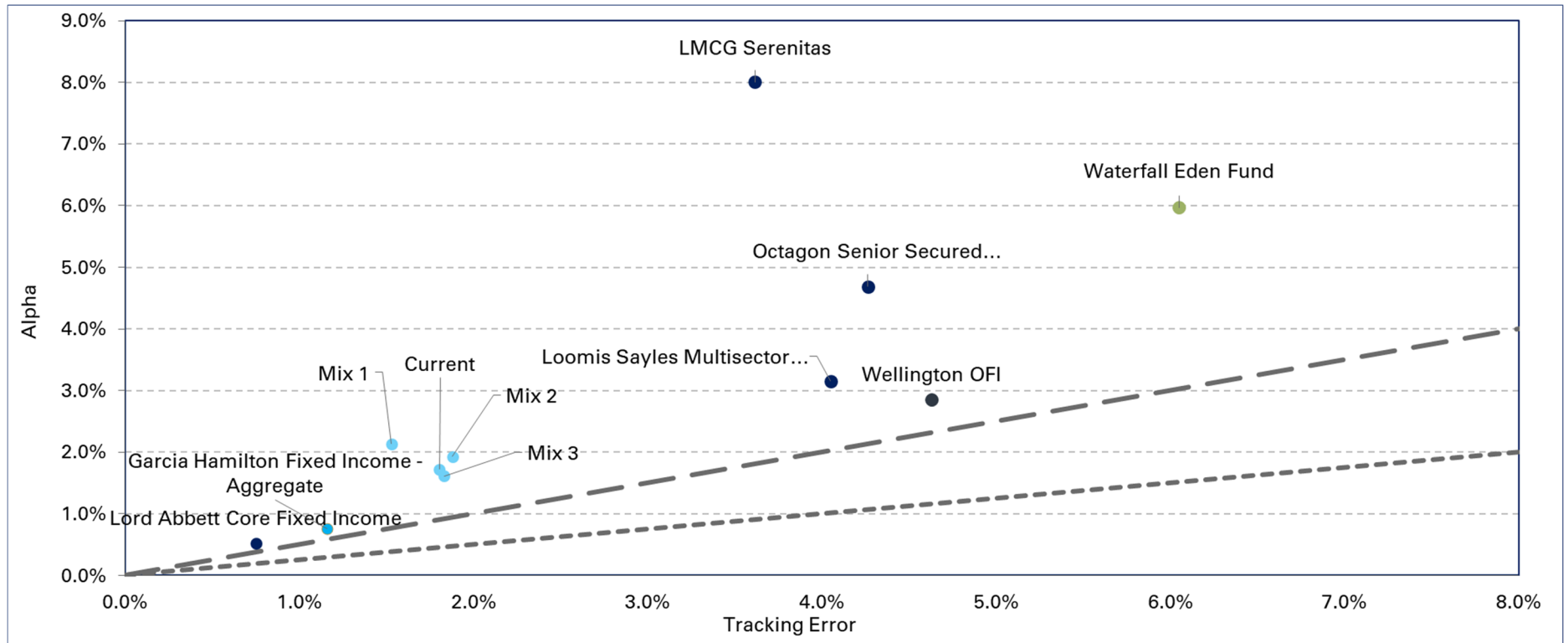


# ALPHA/BETA RETURN DECOMPOSITION



# CORRELATION COMPARISON

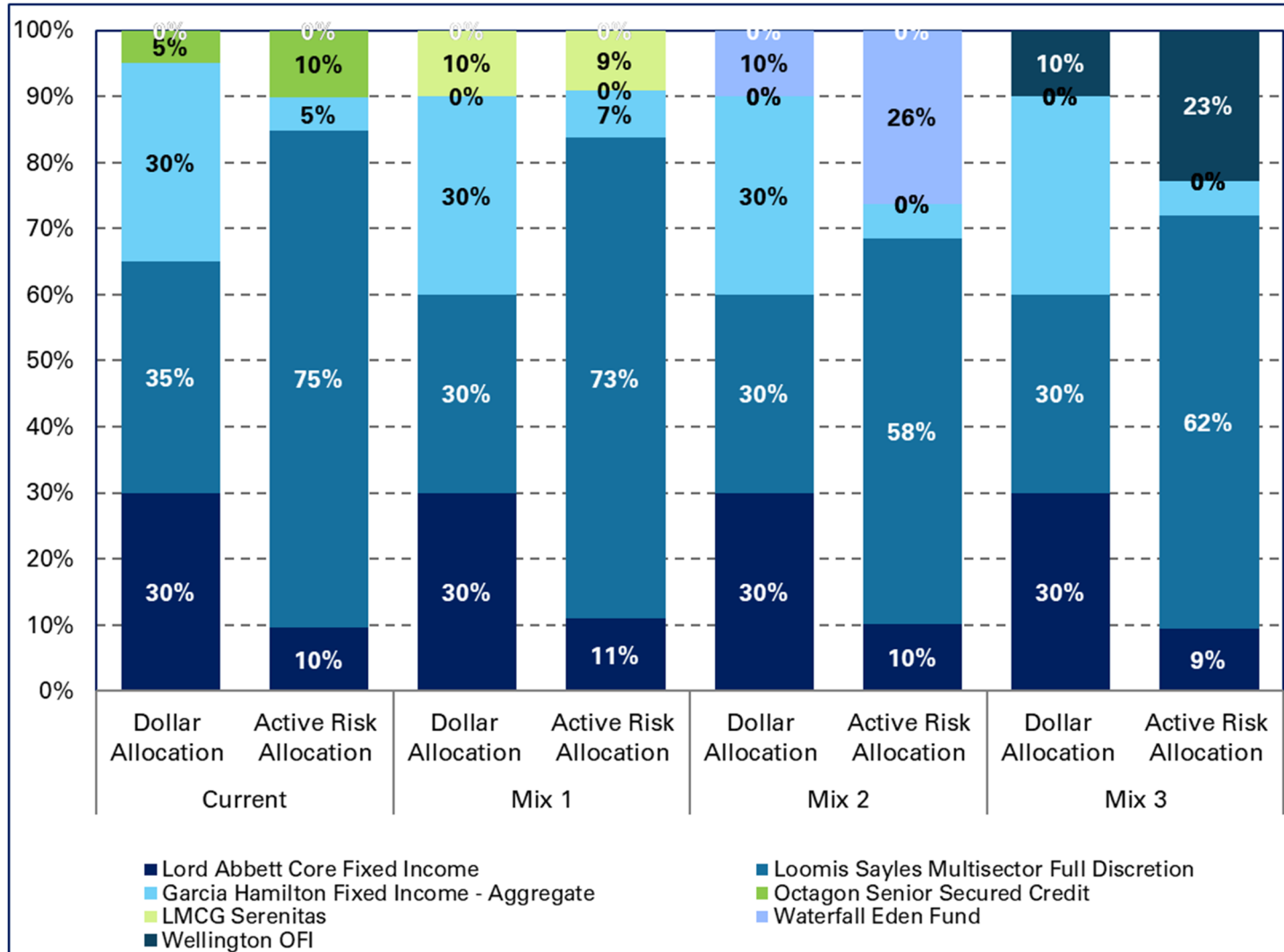
## ALPHA, TRACKING ERROR, & INFORMATION RATIO



All Risk/Return statistics calculated through 03/31/23.  
 Benchmarks shown on page 2 (Portfolio construction summary)  
 Information Ratio defined as: Realized Alpha/Tracking Error



# ACTIVE RISK BUDGET



# TOTAL RETURN CORRELATIONS

Alpha Correlations	Lord Abbett Core Fixed Income	Loomis Sayles Multisector Full Discretion	Garcia Hamilton Fixed Income - Aggregate	Octagon Senior Secured Credit	LMCG Serenitas	Waterfall Eden Fund	Wellington OFI
Lord Abbett Core Fixed Income	1.00						
Loomis Sayles Multisector Full Discretion	0.65	1.00					
Garcia Hamilton Fixed Income - Aggregate	0.23	0.00	1.00				
Octagon Senior Secured Credit	0.78	0.76	0.28	1.00			
LMCG Serenitas	0.13	0.10	0.22	0.06	1.00		
Waterfall Eden Fund	0.81	0.55	0.21	0.75	0.01	1.00	
Wellington OFI	0.66	0.79	0.23	0.82	0.02	0.62	1.00

High Positive (> 0.75)	Moderate Positive (0.75 – 0.25)	Uncorrelated (-0.25 – 0.25)	Moderate Negative (-0.25 – -0.75)	High Negative (< - 0.75)
------------------------	---------------------------------	-----------------------------	-----------------------------------	--------------------------



Analysis time period relative to start/end dates shown on "Portfolio Summary" page



# APPENDIX



PROPRIETARY & CONFIDENTIAL

# FUND SUMMARY

	Lord Abbett Core Fixed Income	Loomis Sayles Multisector Full Discretion	Garcia Hamilton Fixed Income - Aggregate	Octagon Senior Secured Credit	LMCG Serenitas	Waterfall Eden Fund	Wellington OFI
<b>Total Risk and Return</b>							
Annualized Return	1.8%	3.7%	2.1%	5.0%	8.8%	6.6%	3.6%
Annualized Standard Deviation	4.3%	5.7%	4.6%	4.4%	3.6%	6.1%	6.5%
<b>Active Risk and Return</b>							
Realized Alpha	0.5%	3.2%	0.8%	4.7%	8.0%	6.0%	2.8%
Beta	0.99	0.89	0.97	0.15	-0.13	0.03	0.92
Tracking Error	0.8%	4.0%	1.2%	4.3%	3.6%	6.1%	4.6%
Information Ratio	0.70	0.78	0.66	1.10	2.21	0.99	0.61
<b>Return Decomposition</b>							
Upside Market Capture	102.5%	123.2%	107.4%	60.5%	64.0%	64.1%	127.2%
Downside Market Capture	93.8%	79.2%	93.5%	-25.5%	-102.7%	-55.0%	87.2%
Upside Alpha	0.5%	4.2%	1.1%	5.2%	8.5%	6.8%	4.1%
Downside Alpha	0.5%	2.0%	0.3%	4.1%	7.4%	5.0%	1.5%



All Risk/Return statistics calculated through 03/31/23  
 Information Ratio defined as: Realized Alpha/Tracking Error



# FUND SUMMARY: TRAILING RETURNS

Fund	Analysis Start Date	Analysis End Date	Last 3 Months	YTD	1 Year	3 Years	5 Years	7 Years	10 Years	Since Inception (Analysis Start Date)
Lord Abbett Core Fixed Income	1/31/2013	3/31/2023	3.2%	3.2%	-5.0%	-1.6%	1.3%	1.4%	1.8%	1.8%
Bloomberg US Aggregate			3.0%	3.0%	-4.8%	-2.8%	0.9%	0.9%	1.4%	1.3%
<i>Excess Return</i>			0.3%	0.3%	-0.2%	1.2%	0.4%	0.5%	0.4%	0.5%
Loomis Sayles Multisector Full Discretion	1/31/2013	3/31/2023	3.1%	3.1%	-4.0%	2.9%	2.8%	4.1%	3.6%	3.7%
Bloomberg US Aggregate			3.0%	3.0%	-4.8%	-2.8%	0.9%	0.9%	1.4%	1.3%
<i>Excess Return</i>			0.2%	0.2%	0.7%	5.7%	1.9%	3.2%	2.2%	2.4%
Garcia Hamilton Fixed Income - Aggregate	1/31/2013	3/31/2023	4.0%	4.0%	-3.4%	-1.3%	1.3%	1.3%	2.1%	2.1%
Bloomberg US Aggregate			3.0%	3.0%	-4.8%	-2.8%	0.9%	0.9%	1.4%	1.3%
<i>Excess Return</i>			1.1%	1.1%	1.4%	1.5%	0.4%	0.4%	0.7%	0.8%
Octagon Senior Secured Credit	1/31/2013	3/31/2023	2.8%	2.8%	1.6%	7.5%	4.0%	5.3%	4.9%	5.0%
Bloomberg US Aggregate			3.0%	3.0%	-4.8%	-2.8%	0.9%	0.9%	1.4%	1.3%
<i>Excess Return</i>			-0.1%	-0.1%	6.4%	10.2%	3.1%	4.4%	3.5%	3.7%
LMCG Serenitas	1/31/2013	3/31/2023	3.4%	3.4%	8.1%	9.0%	7.5%	9.8%	8.9%	8.8%
Bloomberg US Aggregate			3.0%	3.0%	-4.8%	-2.8%	0.9%	0.9%	1.4%	1.3%
<i>Excess Return</i>			0.4%	0.4%	12.9%	11.7%	6.6%	8.9%	7.5%	7.5%
Waterfall Eden Fund	1/31/2013	3/31/2023	-0.1%	-0.1%	-1.7%	10.8%	4.8%	6.8%	6.4%	6.6%
Bloomberg US Aggregate			3.0%	3.0%	-4.8%	-2.8%	0.9%	0.9%	1.4%	1.3%
<i>Excess Return</i>			-3.1%	-3.1%	3.1%	13.6%	3.9%	5.9%	5.0%	5.3%
Wellington OFI	1/31/2013	3/31/2023	5.6%	5.6%	3.3%	5.1%	3.5%	4.2%	3.6%	3.6%
Bloomberg US Aggregate			3.0%	3.0%	-4.8%	-2.8%	0.9%	0.9%	1.4%	1.3%
<i>Excess Return</i>			2.6%	2.6%	8.0%	7.9%	2.6%	3.3%	2.2%	2.2%

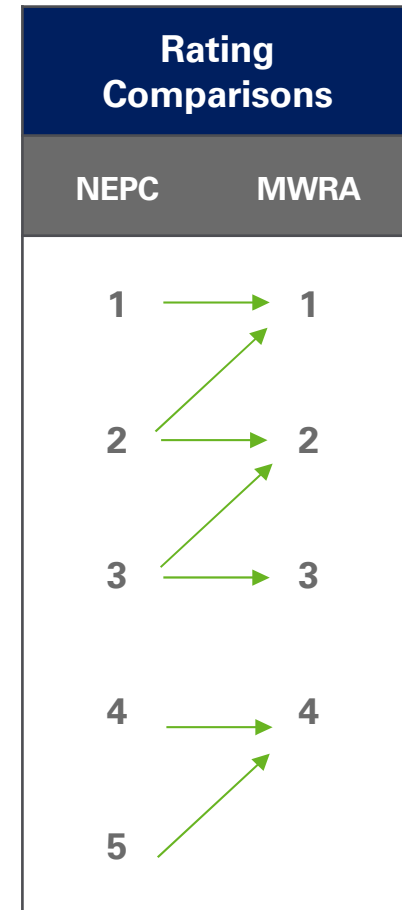


All Risk/Return statistics calculated through 03/31/23

# RATINGS SYSTEM COMPARISON

NEPC Research	
1	NEPC Research views 1-rated strategies as best ideas. The strategy has a clear investment thesis, and the manager is sufficiently resourced and incentivized to execute on the thesis. NEPC Research has high conviction that 1-rated strategies are positioned to deliver on a stated investment thesis and target return over a full investment cycle.
2	NEPC Research has a positive view of the strategy. The strategy has a clear investment thesis, and the manager is sufficiently resourced and incentivized to execute on the thesis. A single factor or mosaic of factors may lead to a 2 rating rather than a 1 rating.
3	NEPC Research has a constructive view of the strategy and believes the strategy can play an appropriate role in certain client portfolios. Through ongoing research, NEPC has not identified unreasonable risks from an organizational, process, operational or investment perspective.
4	NEPC has conducted a reasonable level of due diligence and has an unfavorable view of the strategy due to issues, weaknesses or risks that would challenge the manager's ability to execute on a stated investment thesis.
5	NEPC has conducted a reasonable level of due diligence and has significant concerns about the effectiveness or viability of the strategy. Through the due diligence process, NEPC has uncovered serious issues, weaknesses or risks that would challenge the manager's ability to execute on a stated investment thesis.

MWRA Searches (for PERAC)	
1	NEPC views these strategies as the best ideas and have high conviction in these firms and investment teams. These strategies meet all manager search requirements and are compatible with the client's portfolio.
2	Strategies that are positively viewed by NEPC and/or are existing managers for MWRA Retirement System. These strategies meet all search requirements.
3	NEPC has a positive or neutral view of these strategies. Client and search specific factors may result in a three rating.
4	Strategies that are not applicable for the current search. These strategies do not fit the search description or qualify based on the search guidelines. Strategies that demonstrate serious weaknesses or risks will also receive a 4 rating.



# OPPORTUNISTIC CREDIT SEARCH RESPONSES

Firm	Fund	Vehicle	Fund AUM (MM)	Firm AUM (MM)	Track Record (Yrs)	Approach & Style	Liquidity Schedule For Contributions	Liquidity Schedule For Withdrawals	Proposed Fee Schedule	Agree to Side Letter Terms	MWRA Rating
ACRES Capital	ACRES Mortgage Fund	CF	\$748.5	\$3,437	3	Commercial Real Estate Loans	Monthly	Quarterly	Mgmt Fee: 2.0% Service Fee: 0.15%	Yes	4
Angelo Gordon	AG Mortgage Value Partners	CF	\$2,600	\$53,000	13.8	Residential and Consumer Debt Securities	Monthly	Quarterly On 1/31, 3/31, 6/30, 9/30	Mgmt Fee: 1.50% Incentive Fee: 20%	Yes*	4
Astra	Astra Specialist Credit Investments	CF	\$ 157	\$438	10	Structured and Credit Opportunities	Not Provided	Any Redemption Day (90-day notice)	0.125% of NAV (before deducting mgmt fee & accrued Perf. Fee)	Yes	4
Brigade Capital	Opportunistic Credit	CF	\$ 1,883	\$25,680	14	Diversified Credit	Monthly	Quarterly 60-day notice	0.70%	Yes*	2
Constitution Capital	Ironsides Opportunities Fund II	CF	\$133	\$4,913	0.8	Draw Down Strategy	~66.7%- 80% called in first 2 years	N/A	1.5% on invested; 20% incentive fee	Yes*	4
Corbin Capital	ERISA Opportunity Fund	CF	\$2,155	\$8,214	6.5	Diversified Credit	Monthly	Quarterly	Cl. A/B: 1.25% Cl. C/D: 0.85% + 5% incentive fee	Yes*	3
DSC Meridian	Credit Opportunities	CF	\$312	\$694	4.8	Event Driven Corporate Credit	Monthly	Quarterly 1yr Soft Lock (5% penalty)	1.25% + 15% incentive fee	Yes	2
Grantham, Mayo, Van Otterloo	Opportunistic Income	MF	\$1,057	\$57,627	12	Securitized Credit Opportunities	Daily	Daily	GMOHX: 0.59%	Yes	3



Yes\* = Yes with Modifications

# OPPORTUNISTIC CREDIT SEARCH RESPONSES

Firm	Fund	Vehicle	Fund AUM (MM)	Firm AUM (MM)	Track Record (Yrs)	Approach & Style	Liquidity Schedule For Contributions	Liquidity Schedule For Withdrawals	Proposed Fee Schedule	Agree to Side Letter Terms	MWRA Rating
LMCG	Serenitas Credit Gamma Fund	CF	\$586	\$3,786	10	Relative value corporate and mortgage credit	Monthly	Quarterly	1.5% + 20% perf. fee	Yes*	2
Palisade Capital	Short Duration Convertible Bonds	SMA	\$163	\$4,160	7	Short Duration Convertible Bonds	N/A	N/A	First \$50M: 0.70%, Next \$50M: 0.65%, Thereafter: 0.55%	Yes	4
PIMCO	PIMCO Flexible Credit Income	Interval Fund	\$2,724	\$1.74T	6	Diversified Credit	Daily	Quarterly Only through fund offers to repurchase	2.09% Total Annual Expenses: 2.54%	Requires review*	3
Prime Meridian	PM Special Opportunities	CF	\$92.6	\$230.3	4.5	Specialized Credit (Insurance linked, royalties)	Monthly	Quarterly	1% + 20% Performance Fee	Yes	4
Shenkman Capital	Opportunistic Credit Strategy	CF	\$547	\$28,842	5	Diversified Credit	Monthly	Quarterly	100 bps	Yes*	3
Waterfall	Waterfall Eden Fund	CF	\$2,150	\$11,600	18	Asset-Backed Credit	Monthly	Quarterly	1.5% + 17% Incentive Fee	Yes*	2
Wellington	Opportunistic Fixed Income	CF	\$ 5,732	\$1,1T	23	Diversified Credit	Daily	Daily	0.50% first \$100M, 0.45% thereafter	Yes*	1

Yes\* = Yes with Modifications



# NEPC DISCLOSURES

Past performance is no guarantee of future results.

All investments carry some level of risk. Diversification and other asset allocation techniques do not ensure profit or protect against losses.

Some of the information presented herein has been obtained from external sources NEPC believes to be reliable. While NEPC has exercised reasonable professional care in preparing this content, we cannot guarantee the accuracy of all source information contained within.

The opinions presented herein represent the good faith views of NEPC as of the publication date and are subject to change at any time.

This presentation contains summary information regarding the investment management approaches described herein but is not a complete description of the investment objectives, portfolio management and research that supports these approaches. This analysis does not constitute a recommendation to implement any of the aforementioned approaches.



MWRA Employees' Retirement System

Asset Allocation Rebalance Summary

June 23, 2023

	Market Value	Weight in Fund	Target Weight	Recommendation	New Market Value	New Weight
<b>Composite</b>	<b>\$645,570,528</b>	<b>100.0%</b>	<b>100.0%</b>	<b>\$15,972,805</b>	<b>\$661,543,333</b>	<b>100.0%</b>
<b>Total Balanced</b>	<b>\$5,050,508</b>	<b>0.8%</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$5,050,508</b>	<b>0.8%</b>
PRIT Core Fund	\$5,050,508	0.8%	0.0%	\$0	\$5,050,508	0.8%
<b>Total Domestic Equity</b>	<b>\$206,383,484</b>	<b>32.0%</b>	<b>31.0%</b>	<b>\$3,000,000</b>	<b>\$209,383,484</b>	<b>31.7%</b>
Rhumblin Advisors S&P 500 Index Fund	\$68,515,382	10.6%	10.0%	\$0	\$68,515,382	10.4%
Coho Relative Value	\$47,747,101	7.4%	7.0%	\$3,000,000	\$50,747,101	7.7%
Polen Focused Growth	\$45,785,194	7.1%	7.0%	\$0	\$45,785,194	6.9%
Mesirow Smcall Cap Value	\$21,892,000	3.4%	3.5%	\$0	\$21,892,000	3.3%
Loomis Sayles Small Cap Growth	\$22,443,807	3.5%	3.5%	\$0	\$22,443,807	3.4%
<b>Total International Equity</b>	<b>\$108,424,335</b>	<b>16.8%</b>	<b>19.0%</b>	<b>\$0</b>	<b>\$108,424,335</b>	<b>16.4%</b>
SEG - Baxter Street Fund	\$29,691,662	4.6%	5.0%	\$0	\$29,691,662	4.5%
Schroders International Alpha	\$28,403,729	4.4%	4.0%	\$0	\$28,403,729	4.3%
Baillie Gifford	\$14,153,284	2.2%	3.0%	\$0	\$14,153,284	2.1%
Axiom Emerging Markets	\$17,358,845	2.7%	3.5%	\$0	\$17,358,845	2.6%
ABS Emerging Markets Strategic Portfolio	\$18,816,815	2.9%	3.5%	\$0	\$18,816,815	2.8%
<b>Total Equity</b>	<b>\$314,807,819</b>	<b>48.8%</b>	<b>50.0%</b>	<b>\$3,000,000</b>	<b>\$317,807,819</b>	<b>48.0%</b>
<b>Total Fixed Income</b>	<b>\$121,975,453</b>	<b>18.9%</b>	<b>20.0%</b>	<b>\$4,000,000</b>	<b>\$125,975,453</b>	<b>19.0%</b>
Garcia Hamilton	\$32,507,222	5.0%	6.0%	\$0	\$32,507,222	4.9%
Lord Abbett	\$35,058,908	5.4%	6.0%	\$2,000,000	\$37,058,908	5.6%
Loomis Sayles Multi Sector Bonds	\$45,071,970	7.0%	7.0%	\$2,000,000	\$47,071,970	7.1%
Octagon Senior Secured Loans	\$9,322,033	1.4%	1.0%	\$0	\$9,322,033	1.4%
Invesco Mortgage Recovery	\$15,320	0.0%	0.0%	\$0	\$15,320	0.0%
<b>Total Hedge Fund</b>	<b>\$40,578,785</b>	<b>6.3%</b>	<b>6.0%</b>	<b>\$0</b>	<b>\$40,578,785</b>	<b>6.1%</b>
PRIM Absolute Return Fund	\$13,327,880	2.1%		\$0	\$13,327,880	2.0%
Corbin Pinehurst Partners	\$12,966,590	2.0%		\$0	\$12,966,590	2.0%
UBS Neutral Alpha Strategies	\$14,229,284	2.2%		\$0	\$14,229,284	2.2%
Entrust Peru Winddown	\$55,031	0.0%		\$0	\$55,031	0.0%
<b>Total Real Estate</b>	<b>\$69,901,273</b>	<b>10.8%</b>	<b>12.0%</b>	<b>\$0</b>	<b>\$69,901,273</b>	<b>10.6%</b>
TA Realty Core	\$26,242,911	4.1%		\$0	\$26,242,911	4.0%
Morgan Stanley PPF	\$25,657,244	4.0%		\$0	\$25,657,244	3.9%
<b>Total Private Equity</b>	<b>\$87,902,482</b>	<b>13.6%</b>	<b>12.0%</b>	<b>\$0</b>	<b>\$87,902,482</b>	<b>13.3%</b>
<b>Cash</b>	<b>\$5,354,208</b>	<b>0.8%</b>	<b>0.0%</b>	<b>\$8,972,805</b>	<b>\$14,327,013</b>	<b>2.2%</b>
Peoples United Cash	\$5,354,208	0.8%	0.0%	\$8,972,805	\$14,327,013	2.2%





**The MWRA Employees' Retirement System  
Custodial Banking Services Search  
Ad Copy**

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The Massachusetts Water Resource Authority Employees' Retirement System (the "System") is accepting proposals from custodial banking services for the investments of the System's ~\$650 million defined benefit, pension fund. To be considered, the candidates must meet the following criteria:

1. Candidates must have familiarity with and agree to comply (in writing) with Massachusetts G.L. Chapter 32 and Chapter 176 of the Acts of 2011. Additionally, candidates must have familiarity and agree to comply with the reporting and investment guidelines administered by PERAC. Guidelines can be found in the attached link.  
<https://malegislature.gov/Laws/GeneralLaws/PartI/TitleIV/Chapter32>  
<https://malegislature.gov/Laws/SessionLaws/Acts/2011/Chapter176>
2. Candidates must have experience working with public pension plans.
3. Candidates must have a global platform.

By submitting a formal response to this RFP, the respondent acknowledges that the Investor, MWRA Employees' Retirement System, is bound by both Massachusetts Open Meeting Law as governed by Massachusetts General Laws Chapter 30A § 18-25 and 940 CMR 29.00, and the Massachusetts Public Records Law as governed by Massachusetts General Laws Chapter 66 and 950 CMR 32.00. Any document submitted by the respondent to the Investor or discussed in open session at a public meeting will be presumed to be a public record unless it otherwise qualifies under an exemption as specified in the statute.

Please see the attached RFP documents for full details. NEPC is running the RFP through an RFP Portal (InHub); if interested in participating, please email Kristina Tomasik ([ktomasik@nepc.com](mailto:ktomasik@nepc.com)) to request an invite to the InHub RFP.

All questions should be directed via the RFP portal (no phone calls please). Proposals must be submitted through the RFP portal by 5:00 pm EDT, on August 11, 2023. Proposals received after the deadline will not be considered.

Additionally, please provide NEPC with the following information:

1. A cover letter indicating your firm's interest in the search.
2. Completion of the RFI document, accessible via secure portal (InHub), including detailed description of security and transaction verification procedures.
4. Completion of the PERAC disclosure and verification forms (4), which are available on both the PERAC and NEPC website.